# Trade and Industry

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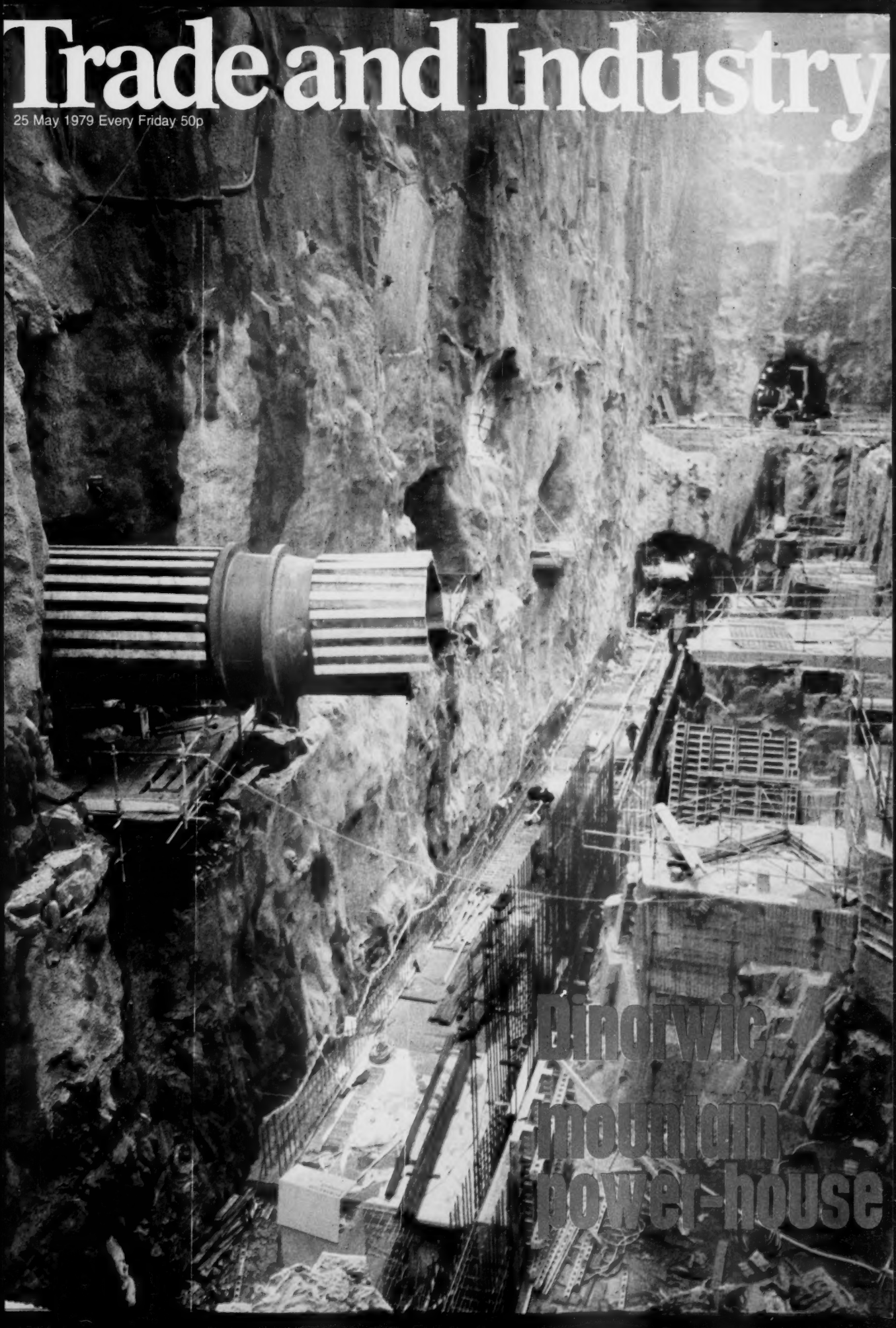

## Dinorwic: mountain power-house

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# Trade and Industry

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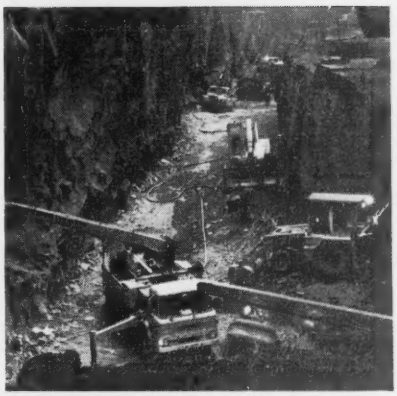

Europe's largest pumped-storage power station, Dinorwic, is now moving into the second stage of construction at Llanberis in north Wales. This engineering project, one of the largest undertaken in Britain, is described on page 337.

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### We've moved

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# Trade and Industry this week

**HOME**

## Unemployment falls

Seasonally adjusted unemployment figures for Great Britain fell by 20 500 from 5 April according to figures issued by the Department of Employment on Tuesday. Excluding school leavers, the number of unemployed on 10 May was 1 247 500, representing 5.3 per cent of all employees.

In the last three months unemployment figures have fallen on average by 19 400 a month.

Of the total unemployed in Great Britain, 160 000 had been unemployed for four weeks or less. It is estimated that about 955 000 were unemployed for more than four weeks, and were aged under 60.

The average number joining the unemployment register in the three months ending April was 355 000 per month compared with 361 000 in the three months ending January and 387 000 in the three months ending October 1978. The average numbers leaving the register in these three periods were 371 000, 363 000 and 395 000 per month respectively.

The average inflow of vacancies in the three months ending April was 227 000 per month compared with 219 000 in the three months ending January and 238 000 in the three months ending October 1978. The average outflows in the three periods were 220 000, 215 000 and 232 000 per month respectively.

The number of vacancies notified to employment offices in Great Britain remaining unfilled on 4 May was 266 358, an increase of 17 723 since 30 March. The number of vacancies notified to careers offices was 40 959, an increase of 6996 since 30 March.

## Inventors file more than 50 000 patents

More than 50 000 patent applications were filed by inventors in the UK in 1978 according to the annual report on inventive trends published by the Comptroller-General of Patents, Trade Marks and Designs on Tuesday.

Among these was a patent application for substitutes for asbestos fibres in fire-proof building boards and non-addictive alternatives for morphine.

There were 26 799 applications under the 1949 act and 23 525 under the 1977 Patents Act, a total of 50 324.

The 1977 act came into force in the UK on 1 June 1978 along with the European Patent Convention (EPC) and the Patent Co-operation Treaty (PCT). Since then, applicants have been able to file under the PCT or EPC as an alternative to applying for a UK patent.

Comparisons with preceding years' figures are difficult because of the different procedure under the 1977 act and because some applications filed under the APC and PCT must have been diverted from the workload of the UK Patent Office. In addition a rush of applicants to file under the 1949 act meant there were an additional 7500 specifications over the usual May figure.

**OVERSEAS**

## Indonesian minister meets trade ministers

Trade secretary John Nott (centre) and Minister of State for Trade Cecil Parkinson (right) meet Indonesian Minister of Trade and Co-operatives, Mr Radius Prawiro, on Monday. While in the UK Mr Radius Prawiro spoke to a joint meeting of the Association of South-East Asian Nations' Business Club and the Indonesia Association.

## Price Commission reports on polishes

Britain's two main manufacturers of floor and furniture polishes are efficient and competitive, says the Price Commission in its sectoral examination report published on Tuesday. Both Johnson Wax and Reckitt and Colman Products have healthy net profit margins and returns on capital. Investment – generally to improve efficiency – is being financed out of operating cash flow.

There is price competition from a number of smaller manufacturers and, overall, these manufacturers are slowly increasing their market share, says the report. For the six smaller manufacturers supplying financial information, net profit margins were lower than those of the two major manufacturers.

Sally Oppenheim, Minister for Consumer Affairs, is drawing the report to the attention of the Monopolies and Mergers Commission in connection with its general inquiry into discounts and is consulting interested parties on its findings.

'Price Commission examination report no. 16. Prices, costs and margins in the manufacture of floor and furniture polishes' is available from HMSO, 80p.

## Trade minister for Far East talks

Trade minister Cecil Parkinson is flying from London today (25 May) to lead the British delegation to the fifth United Nations conference on trade and development (Unctad V), in Manila, during the final stages of the conference. During his stay in Manila, Mr Parkinson will hold discussions on bilateral trade with the Philippines government. He will also visit three other countries of Asean (Association of South-East Nations) Indonesia, Malaysia and Singapore for trade talks.

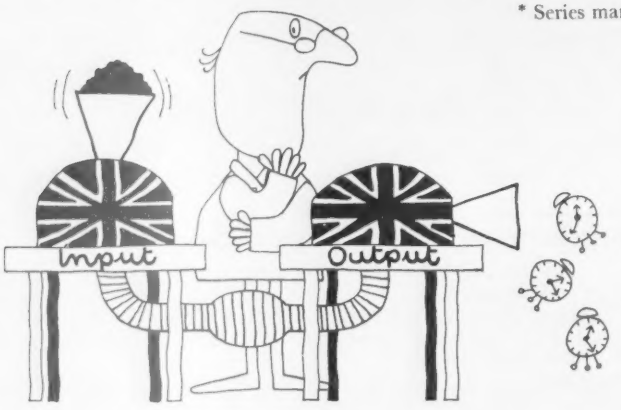
## BOTB chairman to attend Poznan trade fair

Lord Limerick, recently appointed as chairman of the British Overseas Trade Board, will attend the opening of the Poznan International Trade Fair on 10 June it was announced on Monday. Over 150 British firms will be exhibiting at the fair which takes place from 10 to 19 June.

British exhibits will be predominantly of capital equipment – ranging from tunnelling machines and foundry equipment to chemicals and diamond tools. Among the products to be shown for the first time in Poland are electrically operated ceramic fibre furnaces, chromatographs and air-operated auto-feed drills.

# Economic indicators at a glance

* Series marked with an asterisk are not seasonally adjusted.




## Output

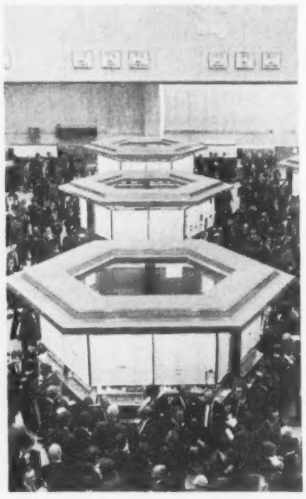
**Gross domestic product,** on the provisional output estimate, fell slightly in 1978 Q4 after rising sharply earlier in the year. In 1978 as a whole, output rose strongly by 3 per cent, with increased activity in the mining and quarrying industries accounting for about a quarter of the growth. Manufacturing output, however, rose by only ½ per cent in 1978. (Figures for Q1 due to be published 24 May.)

**Index of industrial production.** Provisional estimates suggest that industrial output continued to recover in March to 111.5 from the depressed level caused by adverse weather conditions and transport disputes in January when the figure was 102.6. The extent of the recovery is difficult to judge because estimates for the first quarter of 1979 are less reliable than usual.

## Consumers' expenditure

**Consumers' expenditure,** on the second preliminary estimate, rose by about 1 per cent in 1979 Q1 despite a 1½ per cent fall in retail sales. The rise was mainly due to a substantial increase in expenditure on fuel and light and an increase in expenditure on motor vehicles both of which are not covered by the retail sales index. In the latest two quarters, expenditure rose by 1 per cent though it was 4½ per cent higher than a year earlier.

**Retail sales.** The volume of retail sales, on the provisional estimate, rose strongly in April representing, perhaps, some making good after the low level of sales in the first quarter.



## Prices and costs

**Wholesale price index*** (provisional) for materials and fuel purchased by manufacturing industry rose sharply by 2¾ per cent in April reflecting the sharp increase in crude oil prices. In the latest three months the index rose by 3¾ per cent and was 8¾ per cent higher than a year earlier. (The index was falling in the latter half of 1977 and in early 1978.) The index for wholesale output prices rose by 1¼ per cent in April, with higher prices for petroleum products. In the latest three months the index rose by 3 per cent and was 9 per cent higher than a year earlier.

**Retail prices index*** with the seasonal increases in domestic rates, rents and water rates, rose by 1¾ per cent in April. The year-on-year increase in the index continued to edge up from 9.8 per cent last month to 10.1 per cent in April.

**Terms of trade.** During 1978, export prices rose much faster than those of imports and the terms of trade index rose by almost 4½ per cent between the fourth quarters of 1977 and 1978.

**UK competitiveness,** measured by normalised unit labour costs, was worse in the first three quarters of 1978 than in the previous year. Much of the improvement experienced during 1976 when sterling was falling has now been eroded.

## Investment

**Manufacturing industry's** volume of fixed investment was unchanged in 1978 Q4. In 1978 as a whole, it rose by nearly 8 per cent. Excluding the iron and steel industry, the increase was 14 per cent. If expenditure by the distributive and service industries on assets for leasing to manufacturing industry is included, the estimated level in 1978 was about the same as the all-time peak in 1970.

**Distributive and service industries'** volume of fixed investment (excluding shipping) was 8 per cent higher in 1978 than in 1977.

**The DoI investment intentions survey** carried out in November/December confirms the results of previous surveys which indicated a further increase in 1979 in the volume of investment by both the manufacturing industries and the distributive and service industries (excluding shipping). For manufacturing industries, a rise of 4 to 8 per cent in 1979 is suggested by the present survey, with increases in most industry groups and especially in the textiles, leather and clothing group. Investment by manufacturing as a whole in 1980 may be slightly less than in 1979. In 1979 and probably in 1980 investment excluding the iron and steel industries is likely to change in line with the total. For the distributive and service industries, a rise of 3 to 7 per cent is expected in 1979 with a similar rise in 1980.

## Incomes

**Real personal disposable income** (RPDI) rose by 1½ per cent in 1978 Q4 giving a large increase of 6½ per cent in 1978 as a whole. The rise in 1978 followed falls in the previous three years.

**Average gross earnings.*** Average gross earnings (new series) fell back a little in March but when the distorting effects of back-pay are removed there was a further rise from 13½ per cent in February to 14¼ per cent in March. The latest figures still suggest that earnings have been increasing in this pay round at much the same rate as last year.

## Labour

**Unemployment** (UK, excluding school leavers) fell sharply by 39 500 during April to 1 310 900 (5.5 per cent of all employees). The falls in the latest two months have a little more than offset the increases in January and February when the level was affected by the bad weather and transport disputes. (May figures published 22 May, see page 327.)

**Unfilled vacancies** (mainly for adults) notified to employment offices rose by 12 700 in April to 249 700 and in the latest three months were over 22 per cent higher than a year earlier. (May figures published 22 May, see page 327.)

## Companies

**Gross trading profits** of industrial and commercial companies, excluding those engaged in North Sea oil and gas activities and net of stock appreciation, rose by 14 per cent in 1978, much less than in 1977.

**Liquidity** of the (large) industrial and commercial companies replying to the DoI's company liquidity survey, having fallen appreciably since 1978 Q2, was still 5½ per cent higher at the end of 1978 than a year earlier. For manufacturing companies alone, the level of liquidity at the end of 1978 was about the same as a year earlier, still high by past standards.

**Net borrowing requirement** of

industrial and commercial companies' was much the same in 1978 as in 1977.

## Balance of payments

**Current account** of the balance of payments was in surplus by £398 million in 1978 Q4 and by £254 million in 1978 as a whole, slightly less than in 1977. The deficit on visible trade was £1,175 million in 1978 while the surplus on invisibles was £1,429 million, both figures much smaller than the corresponding ones for 1977. It is estimated that the current account was in balance in January

**UK official reserves*** fell by $480 million during April. The fall was more than accounted for by an early repayment to the International Monetary Fund by the government of $1,004 million plus a scheduled repayment of $81 million in respect of drawings on the IMF's oil facility.

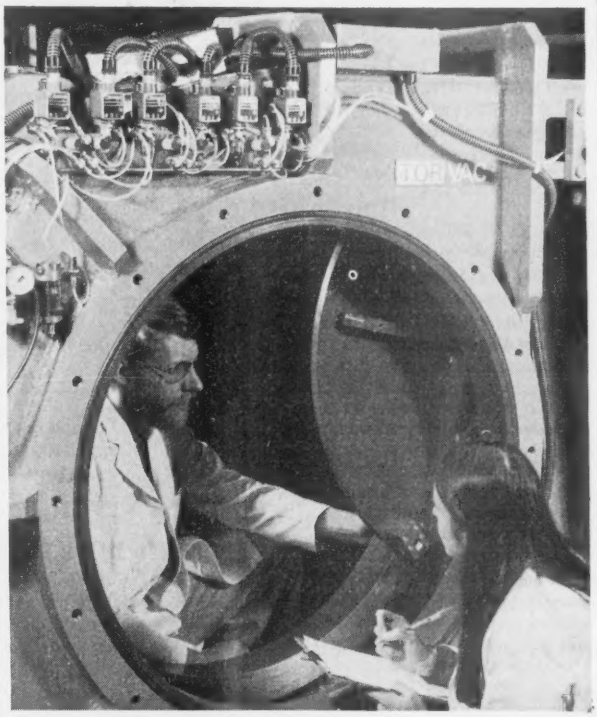
**Volume of imports and exports** fell sharply in January as a result of the road haulage dispute. The trade figures for the five months to January were distorted by the effects of industrial disputes. Therefore, although the figures show that exports and imports fell by 3¼ per cent and 2½ per cent respectively in the three months to January it is judged that the underlying trend in both cases remained upward. (The February and March trade figures are not yet available).

**DoT's survey of short-term export prospects,** based on replies received from 54 large exporting companies, suggests that the volume of UK exports will increase by 3 to 4 per cent in the first half of 1979 following a similar rise in the second half of 1978. Growth may continue at a similar rate in the third quarter. Respondents are expecting a somewhat faster rate of growth in their export prices during 1979 compared with last year. (The survey was conducted largely during January and February but it is likely that the effects of the industrial disputes are not fully reflected in the forecasts.)

## Exchange rate

**Effective sterling exchange*** The rate index rose during the week to 66.8 by the close of Thursday, 17 May (December 1971 = 100).

## Large vacuum valve for wind tunnel




A 36 in bore fullway lift and swing high vacuum valve – believed to be one of the largest of its kind manufactured in this country – has been supplied by Torvac from their Quy, Cambridge, factory for the Royal Aircraft Establishment (RAE), Farnborough. Designed to increase an RAE wind tunnel cross section flow area by a factor of 4, it replaces one half the size made by Torvac some years ago. It further widens the range of vacuum valves made by this specialist Cambridge-based company.

# Exchange rates

The bank note rates of exchange in London on 18 May are given below. Supplied by Thomas Cook Bankers Ltd, the rates are intended as a guide only and are subject to fluctuation. OECD countries are shown in bold.

| | | You buy at | You sell at |
|---|---|---|---|
| Afghanistan | Afghani | 125 | 145 |
| Andorra | (See France and Spain) | — | — |
| Antigua | E. Caribbean dollar | 5.40 | 5.60 |
| Argentina | Peso | 2 400 | 2 800 |
| **Australia** | **Dollar** | **1.8450** | **1.9050** |
| **Austria** | **Schilling** | **28.50** | **30.50** |
| Bahamas | Dollar | 2.05 | 2.20 |
| Bahrain | Dinar | 0.80 | 0.835 |
| Barbados | Dollar | 3.98 | 4.31 |
| **Belgium** | **Franc** | **64.00** | **67.50** |
| Belize | Dollar | 4.20 | 4.77 |
| Benin | CFA | 452 | 472 |
| Bermuda | Dollar | 2.00 | 2.14 |
| Bolivia | Peso | 45 | 58 |
| Botswana | Pula | 1.97 | 2.17 |
| Brazil | Cruzeiro | 50 | 63 |
| Brunei | Dollar | 4.60 | 4.80 |
| Cameroon | CFA | 452 | 472 |
| **Canada** | **Dollar** | **2.36** | **2.43** |
| Chile | Peso | 70 | 84 |
| China | Ranimbi Yuan | Refer | Refer |
| Colombia | Peso | 75 | 85 |
| Costa Rica | Colon | 19 | 23 |
| Cyprus | Pound | 0.71 | 0.75 |
| **Denmark** | **Krone** | **10.92** | **11.42** |
| Dominica | E. Caribbean dollar | 5.40 | 5.60 |
| Ecuador | Sucre | 53 | 65 |
| Egypt | Pound | 1.55 | 1.65 |
| **Eire** | **Pound** | **1.0250** | **1.0650** |
| Fiji | Dollar | 1.76 | 1.84 |
| **Finland** | **Markka** | **8.13** | **8.48** |
| **France** | **Franc** | **8.95** | **9.35** |
| **Germany, FR of** | **Deutsch-mark** | **3.88** | **4.10** |
| Gibraltar | Pound | 1.00 | 1.05 |
| **Greece** | **Drachma** | **73.50** | **78.50** |
| Grenada | E. Caribbean dollar | 5.40 | 5.60 |
| Guyana | Dollar | 9.00 | Refer |
| Hong Kong | Dollar | 10.15 | 10.58 |
| Iceland | Krona | 768 | 798 |
| Indonesia | Rupiah | 1 250 | 1 450 |
| Iran | Rial | 195 | Refer |
| Iraq | Dinar | 0.75 | 0.81 |
| Israel | Pound | 45 | 48 |
| **Italy (20 000 and smaller)** | **Lira** | **1 705** | **1 790** |
| **Japan** | **Yen** | **445** | **470** |
| Jordan | Dinar | 0.625 | 0.665 |
| Korea | Won | 1 350 | 1 550 |
| Kuwait | Dinar | 0.58 | 0.61 |
| Lebanon | Livre | 6.75 | 7.25 |
| Liberia (See USA) | | — | — |
| Libya | Dinar | 1.05 | Refer |
| **Luxembourg (See Belgium)** | **Franc** | — | — |
| Madeira (See Portugal) | Escudo | — | — |
| Malaysia | Dollar | 4.64 | 4.86 |
| Malta | Pound | 0.73 | 0.76 |
| Mauritius | Rupee | 11.88 | 13.75 |
| Mexico | Peso | 40 | 49 |
| Monaco (See France) | Franc | — | — |
| **Netherlands** | **Guilder** | **4.23** | **4.46** |
| **New Zealand** | **Dollar** | **1.92** | **2.01** |
| Nigeria | Naira | Refer | Refer |
| **Norway** | **Krone** | **10.58** | **11.03** |
| Oman | Rial | 0.72 | 0.7650 |
| Pakistan | Rupee | 20 | 26.50 |
| Peru | Sol | 400 | 550 |
| Philippines | Piso | 15 | 18 |
| **Portugal** | **Escudo** | **97** | **102** |
| Qatar | Rial | 7.80 | 8.15 |
| Saudi Arabia | Rial | 7.00 | 7.36 |
| Seychelles | Rupee | 12.77 | 13.25 |
| Sierra Leone | Leone | 2.25 | 2.50 |
| Singapore | Dollar | 4.48 | 4.67 |
| South Africa | Rand | 2.03 | 2.18 |
| **Spain** | **Peseta** | **133.25** | **140.25** |
| **Sweden** | **Krona** | **8.95** | **9.35** |
| **Switzerland** | **Franc** | **3.52** | **3.74** |
| Syria | Pound | 8.75 | 9.90 |
| Taiwan | Dollar | Refer | Refer |
| Thailand | Baht | 38 | 47 |
| Trinidad and Tobago | Dollar | 5.30 | 6.40 |
| **Turkey** | **Lira** | **85** | **89** |
| Uganda | Shilling | Refer | Refer |
| United Arab Emirates | Dirham | 7.98 | 8.33 |
| **USA** | **Dollar** | **2.05** | **2.11** |
| Venezuela | Bolivar | 8.00 | 9.50 |
| Yemen Arab Republic | Rial | 13 | 15 |
| Yugoslavia | Dinar | 41.50 | 43.50 |
| Zambia | Kwacha | 5.50 | Refer |

Where more than one rate applies to a currency, the rate given is that for small denomination notes.

## Finance

**Public sector borrowing requirement** (PSBR) was £2.7 billion in 1978-79 Q3 and £6.6 billion in the first three quarters of the last financial year. The 'limit' for 1978-79 is £8.5 billion. (Figure for Q1 due to be published 24 May.)

**Domestic credit expansion** was fairly large in April at £0.8 billion. The central government borrowing requirement was exceptionally large and though sales of government debt – including part payments on stocks issued in the previous month – were quite substantial, they were not enough to offset this entirely. Bank lending to the private sector continued at a high rate but was lower than in recent months.

**Sterling M3** rose by £0.7 billion (1½ per cent) a little less than DCE despite a further large rise in the reserves. In the six months since mid-October £M3 has risen by about 6¼ per cent (12¾ per cent at an annual rate). The increase during the year from mid-April 1978 to mid-April 1979 (before applying seasonal adjustments) was about 10½ per cent.

**Bank of England minimum lending rate** (MLR) – 12 per cent, effective from 5 April.

### More information

For a backrun of figures for some of these indicators see 'The economy: selected indicators', page 353. Inquiries on any of these indicators should be addressed to Economics and Statistics Division 4B, Departments of Industry and Trade, Room 173, 1 Victoria Street, London SW1H 0ET, tel. 01-215 3453.

# Home news

## Study group names possible sites for third London airport

Six locations for further consideration have been identified by the study group on south-east airports, which is studying possible sites for a third London airport.

The group has been considering all possible options within about 60 miles of central London, ruling out areas unsuitable from a topographical, air traffic control, environmental and defence point of view. Further consideration of locations within the broad areas remaining has narrowed the possibilities down to six.

The six locations are contained in a progress report issued by the study group on 18 May. They are: Hoggeston, Buckinghamshire; Langley, Hertfordshire/Essex borders; Maplin, Essex; Stansted, Essex; Willingale, Essex; Yardley Chase, Northamptonshire/Buckinghamshire borders.

The study group will now be evaluating these options in detail. A report on their findings, together with the views of the advisory committee on airports policy, is expected to be submitted to ministers in the autumn.

## BL-Honda agree on joint venture

Honda Motor Company of Japan and BL Ltd have reached agreement on the nature of a joint project, BL announced on 17 May. This will involve a licensing arrangement for Jaguar Rover Triumph to manufacture a new car being developed by Honda.

A more detailed programme is to be produced over the next few months for consideration by the BL board. Final proposals will then be submitted to the National Enterprise Board and government in due course.

Although the details of the joint venture have yet to be worked through and will be the subject of further discussion with employee representatives, BL points out that the current thinking is that Jaguar Rover Triumph will manufacture a new passenger car designed by Honda which will have a high technical specification and will be a Triumph. BL will have exclusive rights to sell it in the EEC and in Britain. Production of the new car is planned to begin from mid 1981; sales will be through the BL dealer network. Honda would also produce the same model at its plant in Japan for sale in countries outside of the EEC under its own brand name. Honda's existing dealer networks in Britain and the EEC would be unaffected with respect to all other Honda car models.

Assembly, paint and trim will be at Jaguar Rover Triumph's Canley, Coventry plant, which currently makes the Dolomite and Spitfire and TR7 sports cars. The body will be built at BL Component's Liverpool plant. Both plants will be modernised to facilitate production of the new car, BL points out.

BL's objective is that a substantial part of the component value will be sourced from the UK right from the start. The talks are still continuing on such specific aspects of the scheme as the components to be manufactured or procured locally by BL and what would have to be sourced from Japan. Honda will supply the engine and gearbox. It is envisaged that the UK local content will be increased still further later.

## HSE interim report on Windscale radiation leak

Health and Safety Executive has made a further report to the Secretary of State for Energy on the leakage of fission product liquors into the ground at Windscale which was first reported in March.

In a covering letter, John Dunster, the executive's director of nuclear safety, says the present situation does not present any immediate dangers to workers or members of the public and, unless there are significant changes, the executive intends to report again when its investigations are essentially complete. This report will also be published.

The letter says that the executive is investigating the causes and consequences of the leak and that it will be some time yet before it can establish whether there have been breaches of the site licence conditions or of the requirements of the Health and Safety at Work Act 1974.

## VAT computer back in action

Operators employed on the VAT computer at Southend-on-Sea have resumed normal working, Customs and Excise announced on 16 May. While the computer was out of action, a backlog of documents requiring processing has accumulated.

Now the computer is working, priority is being given to dealing with claims for repayments. It is expected that all outstanding claims which have been received by Customs and Excise and which comply with the normal computer validity checks will be cleared by the department by 31 May.

Any registered person still holding returns should send them without further delay to the VAT Central Unit at Southend. The returns for the tax period 70, ended 31 January, were due on 28 February; and returns for the tax period 71, ended 28 February, were due on 31 March. It will not be practicable to send individual reminders. If outstanding returns are not sent assessments will have to be made and notified without further reminders.

Return forms for the tax period 72, ended 31 March, will be sent to traders as soon as practicable. These returns were due to be furnished to the VAT Central Unit by 30 April but this date is being extended to 11 June. Returns due to be furnished by 31 May will have to be furnished instead by 25 June and those due by 30 June will have to be furnished by 9 July. No individual reminders about these returns will be sent.

## Budget day

Chancellor of the Exchequer Sir Geoffrey Howe will open his 1979 budget on 12 June, the Prime Minster announced on 15 May.

## Grays Building Society inspectors' report

Chancellor of the Exchequer Sir Geoffrey Howe presented to parliament a report by independent inspectors on the Grays Building Society on 16 May.

The inspectors, Ian Hay Davison FA and Mr Murray Stuart-Smith, were appointed by the Chief Registrar of Friendly Societies, Keith Brading, under section 110 of the Building Societies Act 1962.

## Date changed for fisheries measures

Agriculture minister Peter Walker told the House of Commons on 18 May that the UK national conservation measures on mesh sizes for fish nets and related matters would come into effect on 1 July rather than 1 June as previously envisaged. These were first announced on 22 March. The measures would be unchanged in all other respects, he said.

The original timetable for the measures was upset by the general election; the necessary orders would be laid before parliament shortly. Some representatives of fisheries interests have asked for the measures to be delayed for practical reasons and the extra month would go some way to meet their wishes, Mr Walker said.

## OFT acts on one-day sales

Steps to curb the unfair trading practices of certain one-day sales operators have been taken by the Office of Fair Trading. It has written to chief trading standards officers (CTSOs) throughout the country, suggesting local codes of practice to protect consumers. The office has also obtained the help of 23 national organisations who have members likely to hire out premises for one-day sales – for example, hotel rooms, halls and club houses. They will recommend their members to tell CTSOs when they let premises for one-day sales and to co-operate with local codes of practice.

Gordon Borrie, Director General of Fair Trading, feels that although there is insufficient hard evidence to justify new legislation, action should be taken to reduce risks to consumers and to help trading standards officers to deal with the rogue traders. He has suggested that, where one-day sales cause problems, local authorities should negotiate a local code to deal with their particular need or at least arrange a procedure whereby owners of premises can warn them that a sale is to take place, so enabling them to oversee such events.

**Some criticisms**

One-day sales have often been criticised for being conducted in such a way as to persuade consumers to buy goods that are defective or poor value for money. Other one-day sales practices criticised include: the failure of itinerant traders to give their names and addresses in press advertisements and hand-delivered leaflets; dubious and misleading price comparisons; the use of promotional gimmicks whereby the seller promises to offer large quantities of goods free, but only gives free items to just a few consumers at the sale; advertising very low-priced goods which are never actually offered for sale; refunding most of the purchase price to 'planted' buyers to encourage genuine buyers to expect similar refunds; failure to give receipts or, where they are given, failure to show the seller's name and address; giving a false name and address to the lessor of the premises, consumers and the local authority.

## BIM launches Spur conference

British Institute of Management has announced a three-day conference to be held from 26 to 28 June.

The conference is part of the Spur campaign. Spur (Strategy, performance and utilisation of resources), founded by the BIM, has as its objective improvement of UK economic and industrial performance. It has the backing of over 140 000 managers and specialists in industry.

Mainly of interest to chief executives and management teams, the conference will set out to determine how best to raise overall UK performance by presenting examples of winning strategies developed by various British companies to boost their success overseas.

Speakers will include Michael Shanks, chairman National Consumer Council, Sir Richard Marsh, chairman, Newspaper Publishers' Association and Keith Prickett, marketing director Ford Motor Co Ltd. The British Overseas Trade Board will give a presentation on 'The challenge of world trade'.

**Further details**

Further details on the conference are available from the conference department (01-405 3456), British Institute of Management Foundation, Management House, Parker Street, London WC2B 5PT.

## End to control of unit trust managers' charges proposed

Control of unit trust management charges by the Department of Trade is to be critically examined in the light of the government's new approach to competition policy.

This was promised on 16 May by John Nott, Secretary of State for Trade. Speaking to the Unit Trust Association, Mr Nott said it was totally in accord with this new approach to competition policy to examine critically the question of his department's control of management charges. He had asked officials to start discussions with the unit trust industry (including the trustees) with a view to ending control of managers' charges. They would be seeking assurances about the maintenance of unit-holders' rights under existing trust deeds, about the introduction of acceptable formulations into new deeds, and about relevant and adequate disclosure.

## Merger proposals cleared

Secretary of State for Trade John Nott has decided, on the information at present before him, not to refer to the Monopolies and Mergers Commission, the merger situations created by the acquisition by Largs Ltd (and associated persons) of a substantially increased holding of ordinary shares in the John Bright Group Ltd; and by the proposed acquisition by Largs Ltd of all the ordinary shares of the John Bright Group Ltd which it does not already hold.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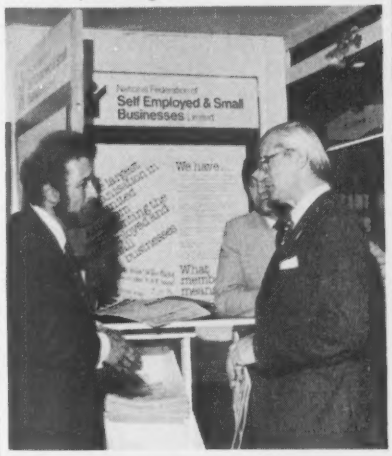
The address of the advertisement department will remain unchanged.


## Change of climate promised for small firms

David Mitchell, Parliamentary Under-Secretary of State at the Department of Industry (right), visited the *Sunday Times* Business to Business exhibition on 14 May. Mr Mitchell, who assists the secretary of state with responsibility for small firms, took this the first opportunity to get out and talk to those who are running businesses. Many of the businessmen he spoke to proved to be representatives of new firms which are expanding rapidly. He stressed that one of his priorities would be to ensure 'a change of climate' which would encourage these firms 'to start up and to grow'.




## Duke sponsors energy conservation month

Britain has joined with the other 19 member nations of the International Energy Agency in designating October as the first International energy conservation month. The Duke of Edinburgh is to sponsor the UK's contribution.

The month will focus worldwide attention on the crucial role of energy conservation – the efficient and economical use of energy and the elimination of waste – in national and international energy programmes.

So far, 56 organisations throughout the UK have said they will support the month. Many of them will be arranging their own programme of events during October to underline the importance of energy conservation.

Prince Philip is also to act as patron to one of the international events during the month, the Royal Institute of British Architects' exhibition and conference – 'Buildings: the key to energy conservation'.

## Special advisers

With the approval of the Prime Minister, the Chancellor of the Exchequer has appointed Adam Ridley to be his special adviser at the Treasury and the Chief Secretary has appointed Peter Cropper to be his special adviser.

# Health and Safety Executive Publications

*The 1974 Health and Safety at Work Act gave the Health and Safety Commission responsibility for keeping some 25 million people informed of guidelines and regulations for their health and safety in places of work. The Commission has undertaken progressively to revise, standardise and extend the existing regulations and recommended practices. HSC/HSE publications reflect the major programme of research, inspection and consultation which is in hand.*

*Priced publications are obtainable only from HMSO or through booksellers. Some general leaflets, advice and information are available free of charge from HSE Area Officers or by post from HSE General Enquiry Point, Baynards House, 1 Chepstow Place, London W2 4TF (Tel. 01-229 3456 ext. 734).*

**Catalogue**

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The fire and explosion at Braehead container depot, Renfrew, 4 January 1977 (£1.75) ISBN 011 883220 4
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**Health and Safety Commission leaflets**

*HSC2 to HSC7 inclusive are being discontinued. These leaflets were originally produced to explain in general terms the implications of the new Health and Safety at Work Act 1974. The texts are being issued in supplements to the June, August and October Health and Safety Commission Newsletter to make the copy freely available for reproduction. The leaflets will not be reprinted. The Commission's Newsletter, published bi-monthly, is obtainable on subscription (£1 per annum, or less pro rata depending on quantity). Single copies* will be sent on request if a large s.a.e. is provided. Subscription forms from HSE General Enquiry Point (see above).*

*HSC 8 Safety Committees guidance to employers whose employees are not members of recognised independent trade unions
*HSC 9 Time off for the training of safety representatives (Code of Practice)

*** Agricultural Safety leaflets**

AS1 A short guide to the 1974 Act
AS2 Tractors safety cabs
AS3 Bulls
AS4 Mushroom worker's lung
AS5 Farmer's lung
AS6 Crop spraying
AS7 Guns
AS8 Noise
AS10 Children
AS14 Cyanide gassing powders – Safe handling
AS16 Brakes for tractor-trailer safety
AS21 First aid in agriculture

*** EMAS leaflets**

MS(A)1 Lead and you
MS(A)3 Asbestos and you
MS(A)4 Study of asbestos workers
MS(A)5 The health of workers engaged in antimony oxide
MS(A)6 Vinyl chloride and you
MS(B)1 Ulceration of the skin and inside the nose caused by chrome
MS(B)3 Anthrax
MS(B)4 Effects on the skin of pitch and tar
MS(B)5 Skin cancer caused by oil
MS(B)6 Occupational industrial dermatitis
MS(B)7 Poisoning by pesticides

**Guidance Notes**

Guidance Notes (price 30p each) are too numerous to list here but are published under five headings: Medical; Environmental Hygiene; Chemical Safety; Plant and Machinery; General.

*Enquiries to HMSO*

* *Free of charge*

## The Queen's Speech proposals

The following proposals were included in the Queen's Speech on the opening of parliament on 15 May.

'My government will give priority in economic policy to controlling inflation through the pursuit of firm monetary and fiscal policies. By reducing the burden of direct taxation and restricting the claims of the public sector on the nation's resources they will start to restore incentives, encourage efficiency and create a climate in which commerce and industry can flourish. In this way they will lay a secure basis for investment, productivity and increased employment in all parts of the United Kingdom.

'My government intend to achieve a fair balance between the rights and duties of the trade union movement. They will encourage responsible pay bargaining and the wider participation of the great majority of members in the affairs of their unions. Legislation will be brought before you to amend the law on picketing and the closed shop, and to provide for financial aid for postal ballots.

'My government will publish proposals for more effective competition and fair pricing policies.' (see *Trade and Industry,* 18 May, page 282).

'Proposals will be brought forward to amend the Industry Act 1975 and to restrict the activities of the National Enterprise Board. Other proposals will reduce the extent of nationalised and state ownership and increase competition by providing offers of sale, including opportunities for employees to participate where appropriate.

'My government will stimulate the development of small businesses on which the creation of new jobs so heavily depends. Means will be sought to reduce the administrative burdens which are placed upon them, and they will also benefit from my government's general policies on taxation, industrial relations and related employment legislation.

'Legislation will be introduced to amend company law.' (See *Trade and Industry,* 18 May, page 282).

'My ministers will seek to secure that United Kingdom agriculture and the food-processing and distributive industries have an opportunity to compete on fair terms and to make their full contribution to the economy.

'Proposals will be brought before you for the future of broadcasting. A bill will be introduced to extend the life of the Independent Broadcasting Authority, which will be given responsibility (subject to strict safeguards) for the fourth television channels.'

## No government order on United Biscuits – Oppenheim

A Price Commission recommendation that there should be no further increase before 22 September in the price of biscuits, crisps, nuts and savoury snacks manufactured by United Biscuits (UK) Ltd, is not to be the subject of a government order, Sally Oppenheim, Minister for Consumer Affairs, said on 17 May. Such action would not be appropriate at this stage, Mrs Oppenheim added.

**Report published**

Announcing her decision following the publication of the commission's report of its investigation into the company's products, Mrs Oppenheim said she had noted that the company's discount practices were an important factor in the commission's conclusions. Such practices were, however, reported to be used widely in the biscuit and food industries, and she therefore took the view that any restriction applying to United Biscuits only would be discriminatory.

**MMC investigation**

The Monopolies and Mergers Commission was currently investigating discounts to retailers more generally, she added, and she had asked for the Price Commission report to be brought to its attention. As the Monopolies and Mergers Commission (MMC) report was not expected until early next year, she had concluded that it would be premature to make judgments on these practices until the MMC conclusions were available.

'Price Commission Investigation, United Biscuits (UK) Ltd – Biscuits, crisps, nuts and savoury snacks', is available from HMSO, £1.00.

## Bakeries' price probes ended

Price Commission investigations into Rank Hovis McDougall and Allied Bakeries have been terminated.

Explaining the government's decision in answer to a parliamentary question on 12 May, Minister for Consumer Affairs at the Department of Trade Sally Oppenheim said that in exercising his discretion under the Price Commission Act 1977 the Secretary of State for Trade had borne in mind the fact that both companies were unprofitable, that both had closed bakeries, and that the bread industry generally had been subject to detailed government scrutiny in recent years, including a Monopolies and Mergers Commission inquiry from 1974 to 1977. He had also taken into account the need to protect the viability of the two companies and to preserve jobs, Mrs Oppenheim explained.

**Balance to be implemented**

The effect of his decision was to allow the two companies to implement the balance of their proposed price increases over half of which had already been allowed by the commission.


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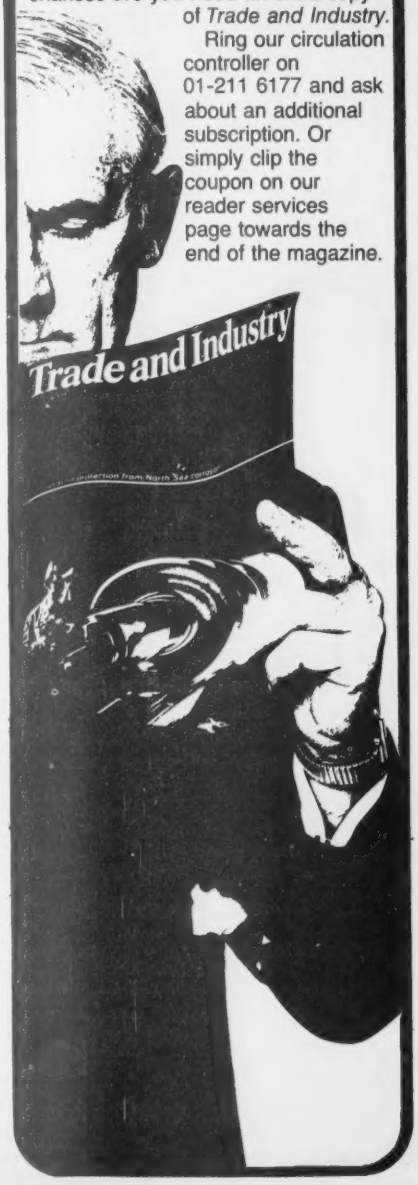

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# Commission supports new safety signs

Proposals to standardise workplace safety signs and colours in line with those throughout the remainder of the EEC are contained in a consultative document published by the Health and Safety Commission on 15 May.

The system of signs would be based on four colours and shapes using easy-to-understand pictograms to convey simple safety messages.

'Proposals for safety signs and colours regulations and part I of the revision of BS 5378,' HMSO, (50p) is in the form of draft regulations designed to conform to an EEC directive requiring member states to introduce appropriate legislation by 1 January, 1981. It specifies the safety signs and colours to be used, but it does not specify when and where the signs and colours are required, leaving this to be determined by member states. Ultimately the signs are expected to be adopted for use worldwide.

In Britain, the draft regulations would cover all premises to which the Health and Safety at Work Act applies, including offshore installations but excluding coal mines, certain transport movement activities, fire-fighting equipment and emergency exits. A draft British standard, contained in the consultative document, sets out detailed technical specifications for the proposed signs and colours.

Signs and colours are divided into five categories:

- ☐ prohibition signs: circular with a red border and crossbar over a black symbol on a white background; used for signs such as 'no smoking' and 'pedestrians prohibited'
- ☐ warning signs: triangular with a black border and symbol on a yellow background; used to indicate possible hazards such as risk of fire, explosion or radiation. A continuous yellow and black diagonally striped line may also be used to identify or mark out the perimeter to a potential physical hazard such as an obstacle, dangerous passage or hole in the floor
- ☐ mandatory signs: circular on blue background with symbols in white; used when there is an obligation to wear safety equipment, such as head, eye or ear protection
- ☐ emergency signs: square or oblong, on green background with symbols in white; used to indicate emergency routes, safety showers, first-aid posts and rescue points
- ☐ supplementary signs: square or oblong, either in the same colours as the sign it supplements or with the text in black on a white background; used where there is a need to provide additional information.

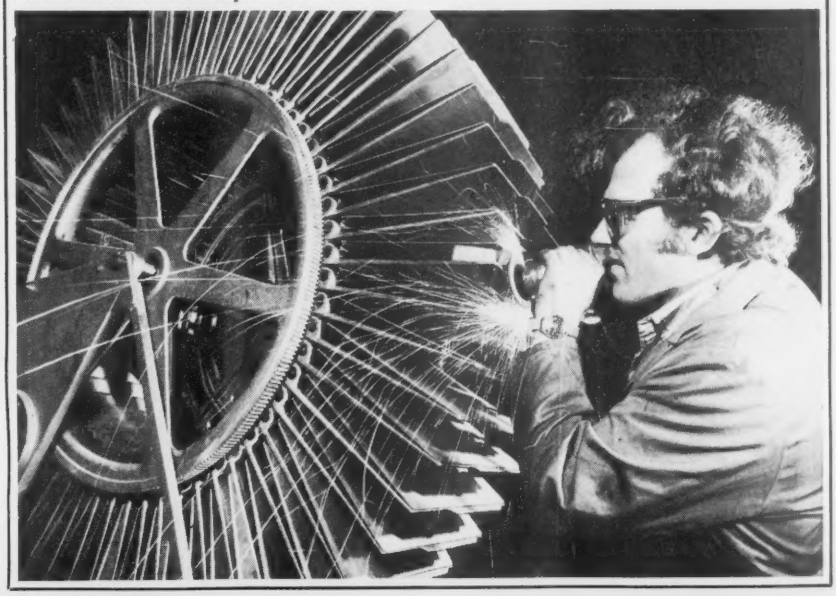
The consultative document says that the draft regulations exclude certain transport activities from using the new system, for instance signs and colours for regulating the movement of transport, or where safety signs and colours may be confused with the regulating signs or relating to any load carried. However, the proposals for regulations do cover internal works traffic which should be regulated by the standard road traffic signs.

Fire-fighting equipment and emergency exit signs have not been included in the proposals for regulations as there is, at present, no world-wide agreement on the type of symbol which should be adopted for use.

## Some examples

# Printing equipment reconditioned at Milthorp

Equipment used by the printing industry for binding magazines and pocket books is seen in the process of a thorough overhaul in the factory of Milthorp International, Wakefield, West Yorkshire. The company specialises in reconditioning secondhand machinery for the printing, plastics and paper converting industries. It purchases machinery from over 80 000 clients throughout the world and at any one time over 800 items of equipment are in the process of being reconditioned in its factory.



# Local price survey support to end

Government support for local price surveys is to end from 1 July. Making the announcement in answer to a parliamentary question on 18 May, Minister for Consumer Affairs at the Department of Trade Sally Oppenheim explained that the scheme, for which provision of £240,000 was made in the 1979-80 estimates, had not proved to be effective or good value for money.

Only 30 per cent of the public in the areas concerned knew of the existence of local price surveys, she said, and awareness was particularly low in the disadvantaged groups to which the surveys were intended to provide most help. Research showed, she added, that those who knew of the surveys used them infrequently, and that the majority of those aware of the surveys would not miss them. In these circumstances, the continued existence of the scheme was no longer justified. The end of government support should result in a saving in the current financial year of approximately £200,000.

## Incentive contracts

Ministry of Defence has prepared a booklet 'Incentive (target cost) contracting' which, while written as an internal training aid, could prove useful to companies engaged in this type of contracting with the government. It can be obtained by writing to: Ministry of Defence, CB/Admin 3c, Room 408, St George's Court, 14 New Oxford Street, London WC1A 1EJ.

## SALE OF SURPLUS FURNITURE, FURNISHINGS AND EQUIPMENT

| | |
|---|---|
| Location: | OPCS, Building 3, Christchurch Road, Somerford, Christchurch, Bournemouth |
| Date and time: | Thursday 5 July 1979 commencing 0930 hours |
| Viewing: | Wednesday 4 July 1979, 1000–1600 hours |
| Auctioneers: | Austin and Wyatt, 79 High Street, Fareham, Hants, PO16 7AX Tel: 0329 234 211 |
| Catalogue: | Obtainable from Auctioneers, price 15p |
| Car Parking: | A limited amount for private cars will be available on site |

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## WEMBLEY AUCTION SALES 1979

**5 June**

| | |
|---|---|
| View Days: | Day preceding and morning of sale |
| Location: | Department of the Environment<br>Property Services Agency<br>Supplies Stores<br>India Pavilion<br>Exhibition Grounds<br>Wembley, Middx.<br>Tel. 01-903 2508 |
| Description of Goods: | Miscellaneous office equipment and furniture etc. (Potential buyers are advised to refer to the official catalogue available from the auctioneers, price 20p) |
| Auctioneers: | Messrs Hollingsworth<br>Westcombe House<br>56/58 Whitcomb Street<br>Leicester Square<br>London WC2H 7DR<br>Tel. 01-839 1875 |

## Government sales

5–7 June 1979 – Vehicles

**Location**
Ordnance Storage and Disposal Depot, Ruddington, Notts

**Auctioneers**
Walker Walton and Hanson (Dept L), Byard Lane, Bridlesmith Gate, Nottingham (0602 54272)

Morris 1000s and Travellers, Minis, 1800s. Ford Escort estates, Renault 4 and a variety of other cars. Vans and minibuses, Land-Rovers. Austin K9 signals vans, Bedford RL and TK trucks, coaches. Antar and heavy-duty trucks by AEC and Leyland. Cranes, loading shovels, dozers, tractors, a variety of technical manuals and other items.

13 June 1979 – Miscellaneous

**Location**
Embassy Suite, Balkerne Lane, Colchester, Essex

**Auctioneers**
Fenn Wright Garrod Turner (Dept L), 146 High Street, Colchester (0206 46161)

Stores lying in south east England including Mini saloons, Bedford ambulances, generators, binoculars, steel, rope, drills, lathes and milling machines, wireless and electrical spares, MT spares, petrol and diesel engines, barometers, sextants, compasses, tyres, grass cutting spares, textiles, furniture and many other items.

**Catalogues, which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p.**

# Dinorwic: mountain power-house

Europe's largest pumped-storage power station, Dinorwic, expected to cost approximately £410 million, is now moving into the second stage of construction at Llanberis in north Wales. Tunnelling is completed and work on the erection of plant and machinery has begun.

In one of the largest engineering projects ever undertaken in Britain, about 3 million tons of slate are being hewn out of a mountain to create the station's network of tunnels and caverns. The main plant – six 313 MW pump-turbine motor-generators and associated equipment – will be housed in a huge cavern, higher than a 16-storey building. When completed, Dinorwic will be able to contribute 1320 MW to the national grid within 10 seconds of demand, faster than any other similar scheme anywhere in the world.

### Water source

The water source of the electricity will come from two lakes – Marchlyn Mawr and Llyn Peris – which will be linked by a 3.2 km tunnel being built through the mountain. When power is required the water from Marchlyn Mawr will be released down the tunnel at 400 tonnes per second powering the turbines as it passes through the generating chamber on its way to Llyn Peris 500 metres below. At the end of the cycle surplus power will be used to convert the turbines into pumps to force the water back to the top of the mountain.

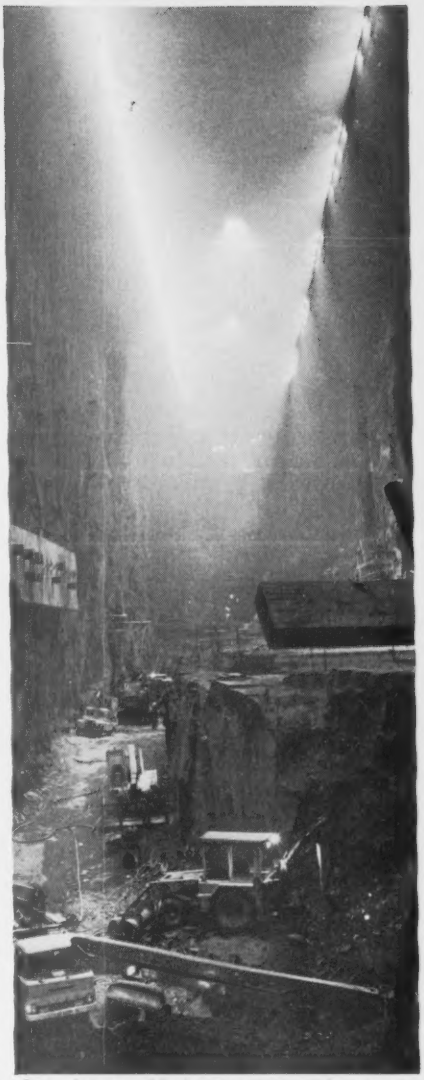
A valuable source of electricity in the event of an emergency, Dinorwic will help meet peak demands in the winter, when the grid system is called upon to produce the greatest amount of electricity, and sudden surges in demand that occur throughout the year. Dinorwic will also play an important role as an aid in maintaining the frequency of the grid supply so that electric clocks always show the correct time and other electrically controlled equipment is not disturbed.

But Dinorwic will not only deliver power. It will also act as a power sponge, soaking up surplus electricity during short spells of low demand by using it to pump water to its upper reservoir. This will allow conventional thermal power stations to continue operating at their most efficient output rather than being run at uneconomic part-load for short periods or shut down.

### Landscaping

Both Marchlyn Mawr and Llyn Peris lakes are being extended to increase their capacity and extensive landscaping will be carried out to ensure that the area of outstanding beauty in surrounding Snowdonia will not be impaired. All that will be seen of the completed project is a door in the side of the mountain. Underground cables will carry the power to Pentir six miles away.

Responsibility for design and construction of the power station, which will have taken seven years to complete when it is fully operational in the early 1980s, belongs to the generation developmemt and construction division of the Central Electricity Generating Board based at Barnwood, Gloucester. CEGB's transmission development and construction division at Guildford is responsible for the design and construction of the underground switchhouse and the underground cable link with the national grid.



One of the world's largest man-made caverns will house Dinorwic's main plant.

This 1,695-metre-long tunnel connects Dinorwic's top reservoir with the vertical shaft that plunges down to tunnels feeding the generating machinery over 400 metres below.

A drilling rig in operation; when the underground works are completed, 3 million tons of slate will have been removed.

# New publications

## Is trade the answer to labour migration?

During the post-war period there has been a marked growth in the scale of labour migration in western Europe. Most of the migrant workers have come from the semi-industrialised developing areas around the Mediterranean to seek employment in the more developed regions of northern Europe where labour has been much in demand. Because of the rapidly changing economic circumstances of the past few years, the International Labour Office felt the need to reassess migration policy and, in 1974, held its second European regional conference on this theme.

The general concensus was that there should be a new concept of co-operative development, giving more consideration to increasing employment in developing countries, and it was decided that ILO should undertake 'case studies of the various possibilities of the transfer of industry and employment opportunities to the countries from which migrant workers come'. The first of these studies has now been published.

'Trade in place of migration' focuses on the Federal Republic of Germany and on the developing economies of Spain and Turkey. The authors, from the Institute of World Economics at the University of Kiel, look closely at each economy, examining the structure of the workforce, employment trends, and international trade between the countries. Their analysis is backed up by some useful statistics and coverage ranges from present conditions to possible future trends. They conclude with the suggestion that international trade and overseas investment could be the long-term alternative to migratory labour, but the change would not happen overnight, they stress, and could only take place as each group of economies adjusted to it.

**Trade in place of migration,** by U. Hiemenz and K. W. Schatz. International Labour Office, Branch Office, 87-91 New Bond Street, London W1Y 9LA. 1979. x, 118 pages; hardback. £6.90 (ISBN 92 2102864 4); paperback. £4.40 (ISBN 92 2101 865 2).

## Making the most of patent facilities

For industry, the value of patents and patent documents has been long established. Besides the facilities available in London at the Science Reference Library, sets of patents are available at some 13 public libraries throughout the UK. Recent surveys have shown that these collections are not as well-used as they might be – so, in the light of the changes brought about by the Patents Act 1977 and the advent of the European patent, the British Library (which administers the service to these public libraries) has published a consultative paper.

The study reviews the full range of facilities available and attempts to assess user needs considering possible options for the future. And, as a consultative document, seeks to obtain the views of all interested parties. Anyone involved with patents, particularly outside London, may find the paper of interest and take the opportunity to voice opinion on present arrangements. The closing date is the end of July.

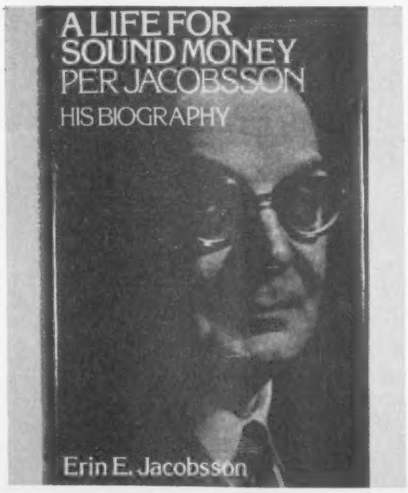
**Access to patent documents and information: a British Library consultative paper.** British Library, Reference Division, Science Reference Library, 25 Southampton Buildings, Chancery Lane, London WC2A 1AW. 1979. 32 pages. Free.

## International finance: one man's goal

A man whose 'overriding goal was to help construct a sound world money system upon which international trade would flourish and nations could grow and develop in international harmony'. This tribute was paid to Per Jacobsson 16 years ago by United States congressman Henry S. Ruess.

Born and educated in Sweden, Per Jacobsson followed a career which led him to play a vital role in developing world economic, financial and monetary policy during a period of more than 40 years. His biography, which has just been published, is based on diaries which he kept from 1911 until his death and an extensive collection of personal papers. Written by his eldest daughter who is herself an economist, the account is not totally unbiased, but it should throw some interesting light on the background to the period as well as on the man himself.

Per Jacobsson's international financial career really began in the 1920s with his service with the League of Nations. He subsequently became economic adviser to the Bank for International Settlements where he remained until 1956 when he was appointed director of the International Monetary Fund. Whilst in that post, in 1958, he superintended the introduction of external convertibility.




The biography provides useful insight into the workings of these international organisations and into the intense activity behind the scenes associated with the financial crises and political upheavals which occurred before, during and after the second world war. And, thanks to Mr Jacobsson's very broad interests, this book should make fascinating reading for anyone concerned with international affairs and the people who make them happen.

**A life for sound money: Per Jacobsson. His biography,** by Erin E. Jacobsson. Clarendon Press: Oxford University Press, 1979. xxv, 428 pages. £16.00 (ISBN 0 19 828411 X).

## Handling major customers

However much it may be regretted, a large number of suppliers in today's market place find increasingly that relatively few customers account for the bulk of their total sales. And the trend – in the opinion of Alan Melkman, author of 'How to handle major companies profitably' – will inevitably continue: 'the perfectly competitive market place, characterised by many suppliers selling to a multitude of customers, on which much traditional economics is based, is in many markets a thing of the past', he says. He feels the time is ripe for critical review of attitudes towards these large customers – which is just what his book attempts to provide.

Written primarily with senior management in mind, it should also prove of interest to staff in technical, production and finance departments, since the author examines all aspects of dealings with customers. The book is divided broadly into three sections: the first examines the role of the customer, establishing company policy and the organisational framework; the second explores the planning required to maximise return and the need for customer information; and the final section discusses implementation of the customer plan and methods of assessing it.

Alan Melkman's analysis is designed specifically as a practical workbook, arranged clearly for quick reference with checklists provided at the end of each chapter, so that the reader may relate what has been discussed to his own organistion. The main text is usefully augmented with samples of records that might be kept in tablular form, as well as graphs and tables.

As the author himself admits, a large number of publications which cover individual aspects of customer relationship in far more depth than this present format will permit, are already available. But the systematic treatment provided here makes it a useful working tool. Whether one agrees with the author's emphasis or not, his approach may well prove of value when dealing with major or even minor customers. If it does nothing else, it should encourage readers to look afresh at the organisation and effectiveness of their companies.

**How to handle major customers profitably,** by Alan Melkman. Gower Press, 1979. x, 150 pages. £12.50 (ISBN 0 566 02097 1).

# Technology news

## Microprocessors: awareness workshops under way

The Department of Industry's microprocessor awareness workshops for senior management got under way last week with seminars in many parts of the country.

In the next two months there will be 100 or so (see box) of these workshops taking place arranged under the auspices of the department and supported by PA Management Consultants.

The workshops – generally limited to 15 to 20 people – are aimed at the key non-technical decision-makers in industry. Personal invitations have been issued to over 3000 people in the top 1000 UK companies and invitations have also gone to a substantial number of engineering companies that employ more than 200 people. The only area of British industry not included is the electronics sector itself as awareness will naturally be high.

The response rate to the invitations so far has been encouraging but variable across the country the department says. Acceptance rates of between 30 and 60 per cent have been achieved and the figures are still rising. Very little publicity was carried out because of the general election and, in direct-mail invitation terms, the response is above average.

As the workshops are aimed at company board level the emphasis is on the commercial opportunity benefits and practical experience rather than on the technicalities of microelectronics, and no prior knowledge of the technology is assumed. The major part of the day is devoted to case studies in the use of microprocessors which cover such areas as investment, new markets, project controls and marketing problems.

There are still vacancies – limited to senior management – at some of the workshops and those interested are invited to get in touch with the contact points listed in the box. The charge for each workshop is £50 per head.

Details can be obtained from Mapcentre, Dean Bradley House, 52 Horseferry Road, London SW1, tel. 01-212 3411/4.

### The venues

**London**
**May**
29 Charing Cross Hotel
30 Charing Cross Hotel
31 Piccadilly Hotel
**June**
1 Charing Cross Hotel
7 Charing Cross Hotel
8 Charing Cross Hotel
11 Charing Cross Hotel
13 Piccadilly Hotel
14 Piccadilly Hotel
15 Charing Cross Hotel
18 Charing Cross Hotel
19 Charing Cross Hotel
20 Charing Cross Hotel
21 Charing Cross Hotel
22 Charing Cross Hotel
26 Charing Cross Hotel
27 Piccadilly Hotel
28 Charing Cross Hotel
29 Charing Cross Hotel
**July**
2 Charing Cross Hotel
3 Charing Cross Hotel
4 Charing Cross Hotel
5 Charing Cross Hotel

**Norwich** (Suffolk and Norfolk only)
**June**
7 HMSO Conference Centre
20 HMSO Conference Centre

**Manchester**
**June**
5 Liverpool, Holiday Inn
8 Manchester, Sunley Buildings (DoI)
12 Manchester, Sunley Buildings (DoI)
15 Manchester, Sunley Buildings (DoI)
19 Liverpool, Holiday Inn
22 Manchester, Sunley Buildings (DoI)
26 Manchester, Sunley Buildings (DoI)
**July**
3 Manchester, Sunley Buildings (DoI)
6 Manchester, Sunley Buildings (DoI).
10 Liverpool, Holiday Inn
13 Manchester, Sunley Buildings (DoI)
17 Manchester, Sunley Buildings (DoI)
20 Manchester, Sunley Buildings (DoI)

**Leeds**
**June**
5 Leeds, Queens Hotel
7 Hull, Royal Station Hotel
12 Sheffield, Cutlers Hall
15 Leeds, Queens Hotel
19 Leeds, Queens Hotel
21 Leeds, Queens Hotel
27 Leeds, Queens Hotel
28 Sheffield, Cutlers Hall
**July**
3 Leeds, Queens Hotel
4 Leeds, Queens Hotel
10 Leeds, Queens Hotel
12 Sheffield, Cutlers Hall
17 Leeds, Queens Hotel
5 Closed session
6 Closed session

**Bristol**
**May**
29 Bristol, Eurocrest Hotel
**June**
5 Bristol, Eurocrest Hotel
12 Bournemouth, venue to be decided
19 Plymouth, Holiday Inn
26 Bristol, Eurocrest Hotel
**July**
3 Bristol, Eurocrest Hotel
10 Bristol, Eurocrest Hotel
17 Bristol, Eurocrest Hotel
24 Bristol, Eurocrest Hotel

**Newcastle**
**May**
31 Newcastle, Royal Station Hotel
**June**
6 Middlesbrough, Dragonara Hotel
14 Newcastle, Royal Station Hotel
20 Middlesbrough, Dragonara Hotel
28 Carlisle, Carrow House Hotel, Carlton, Carlisle
**July**
4 Carlisle, Carrow House Hotel, Carlton, Carlisle
12 Newcastle, Royal Station Hotel
18 Middlesbrough, Dragonara Hotel

**Nottingham**
**May**
31 Severns House (DoI)
**June**
5 Severns House (DoI)
14 Severns House (DoI)
21 Severns House (DoI)
26 Severns House (DoI)
**June**
5 Severns House (DoI)
12 Severns House (DoI)
17 Severns House (DoI)

**Birmingham**
**June**
4 Five Ways House, Edgbaston, Birmingham
5 Five Ways House, Edgbaston, Birmingham
6 Five Ways House, Edgbaston, Birmingham
7 Five Ways House, Edgbaston, Birmingham
11 Five Ways House, Edgbaston, Birmingham
12 Five Ways House, Edgbaston, Birmingham
13 Five Ways House, Edgbaston, Birmingham
14 Five Ways House, Edgbaston, Birmingham
18 Five Ways House, Edgbaston, Birmingham
19 Five Ways House, Edgbaston, Birmingham
20 Five Ways House, Edgbaston, Birmingham
21 Five Ways House, Edgbaston, Birmingham
25 Five Ways House, Edgbaston, Birmingham
26 Five Ways House, Edgbaston, Birmingham
27 Five Ways House, Edgbaston, Birmingham
28 Five Ways House, Edgbaston, Birmingham
**July**
Further programmes will be arranged in Stoke-on-Trent

**Wales**
**June**
12 Cardiff, Angel Hotel
19 Swansea, Dragon Hotel
26 Bridgend, Coed-y-Mwstwr Country Club
**July**
10 Llangollen, Bryn Howel Hotel

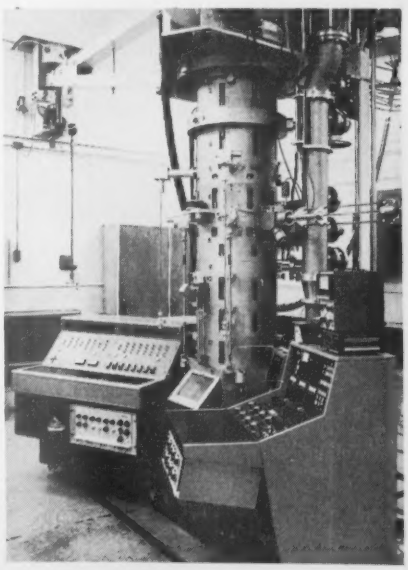
**Northern Ireland**
**June**
6 Belfast, venue to be arranged
7 Belfast, venue to be arranged
8 Belfast, venue to be arranged

**Scotland**
Programme to be decided

## High-resolution electron microscope opened at Cambridge

A new high-resolution electron microscope at Cambridge University was opened on 18 May by Sir James Menter, principal of Queen Mary College, London.

The official opening marks the completion



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and commissioning of an instrument which has been designed and constructed over eight years as a joint project between the Cavendish Laboratory and the engineering department at Cambridge, with financial support from the Science Research Council of around £65,000. The total investment is reckoned to be about £1 million.

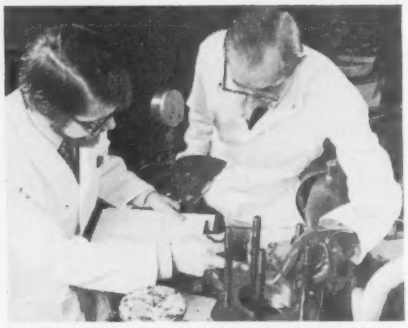
The high-resolution electron microscope (HREM), one of the most powerful microscopes to have been built, is designed to be capable to picture things down to atomic size. With a microscope of this resolving power it will be possible to look directly at the structure and defects of a wide range of crystalline and amorphous materials at the atomic level. Such observations will be of major significance across a wide range of activities, including metallurgy and materials science, solid-state physics and chemistry, mineralogy/geology, molecular biology and organic chemistry.

Though initially intended for scientists in Cambridge, research workers in other institutions will be able to use it.

Features of the microscope, which operates at 600 kV, include an exceptional degree of mechanical, electrical and electronic stability. The air suspension system, which supports the microscope weighing 7 tonnes, provides isolation from external vibrations. The high-voltage supply, magnetic lens and deflection currents all need to be stabilised electronically to very close tolerances. The high-brightness lanthanum hexaboride electron gun allow images that are magnified 0.5 million times to be seen directly on a viewing screen.

The microscope stands in a room in the Old Cavendish Laboratory used by James Clark Maxwell in 1874 for precision electrical and magnetic experiments.

## Shell uses Harwell wear-testing method



Shell engineers inspecting a treated engine

Scientists at Shell's Thornton Research Centre are using a new method for measuring wear on diesel engine cylinder liners, based on the Harwell thin layer activation (TLA) technique. They have found that TLA enables them to measure liner wear very precisely and safely in exactly the spot where the measurement is required.

The object is to gain extremely precise measurements of wear for three main reasons:

- ☐ to ensure an adequate supply of oil to areas where lubrication is critical.
- ☐ to give researchers a better understanding of the basic factors affecting diesel engine cylinder wear; and
- ☐ ultimately to help them develop new lubricants which will give engines a longer life under the increasingly severe conditions that designers are requiring them to meet.

Engineers at Thornton Research Centre use a direct injection Caterpillar engine where a small area of the cylinder liner has been irradiated at Harwell using the TLA technique.

The engine is run on its test bed and oil samples are taken at intervals. The samples are counted in a gamma spectrometer and the results are computed into terms of wear on the cylinder liner at the irradiated area. The extreme selectivity with which the radioactivity can be placed using this method coupled with its safety (the levels are extremely low) gives TLA major advantages over the other methods of measuring cylinder liner wear, says Harwell.

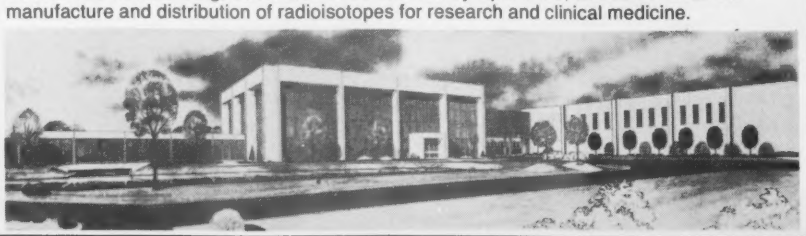
Although pioneering work in the use of radioisotopes in measuring piston ring wear in engines using neutron activation techniques was carried out more than 25 years ago at Shell's Thornton Research Centre they have not previously used radioactive techniques for measuring cylinder liner wear. This is because the high levels of activity involved in such techniques have not been considered safe for applying to components as large as cylinder liners. TLA avoids this problem.

Thin layer activation also has the advantages over other radioactive techniques Thornton is using to measure cam follower wear in petrol engines. It is the selectivity of TLA that is the key here.

Neutron activation techniques have given accurate data on the overall wear of the follower, but use of TLA allows precise wear measurements to be made in selected zones of particular interest. This is particularly useful in the study of wear in the more extreme lubrication conditions that exist in modern high-revving, high performance engines.

## New addition to Radiochemical Centre's US subsidiary

An artist's impression of the $3 million, 62 000 sq ft addition at Amersham Corporation, the United States' subsidiary of Britain's Radiochemical Centre, will double the size of the company's headquarters. The new addition complex is at Arlington Heights in the United States. The new building, scheduled to be finished by April 1980, will be used for the manufacture and distribution of radioisotopes for research and clinical medicine.



# New products

**Freepost reader service**

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

## New filter uses latest backwash designs

A new filter especially developed for automatic solids removal from liquids with flowrates between 5-30 $m^3$/hr has been introduced by Albany Engineered Systems Europe Ltd of Slough.

The filter provides efficient low-cost separation of suspended solids down to 5 $\mu$m and is ideal for water clarification, cooling water and prefiltration to water treatment plant. The units are also designed for polyester resin and solvent filtration.

Developed from the Albany 3000 series of multiple filtration systems, the new duo filter incorporates the latest all-welded backwash design.

Two types of backwash system are available, internal and external and both incorporate the Albany cone diffusers for increased cleaning efficiency. Using the internal system a dirty element can be backwashed with the filtered liquid from the on-stream barrel, thus eliminating the need for manual cartridge removal.

The advantages, the company says, of the reusable filter medium in this type of unit mean no replacement cartridges, and no down time. Other features include differential pressure or time-initiated backwash, easy installation design and easy access to media via the quarter turn quick release cap. The standard construction is in 316 stainless steel and carbon steel and heat jackets are available on all models. All filter elements are 'O' ring sealed to ensure no possibility of bypass or leaking.

**Further information: circle 436**

## Toxic metals removed from trade wastes

Atlas Process Consultants Ltd has developed a new proven process for the removal of toxic metals from trade wastes arising from the metal finishing and printed circuit board manufacturing industries. Eliminex, marketed commercially following more than 12 months research and development trials, is designed for the removal of toxic metals from rinse waters prior to discharge or recycling of rinse water streams with, in some instances, zero discharge. It also provides for tertiary treatment of discharge from existing treatment plants by selective removal of residual toxic metals to levels below any foreseeable consent conditions.

The process is a comprehensive ion exchange treatment for electroplating wastes comprising detoxification and recycling equipment installed on the users premises, backed up with a service organisation and central processing facility. Exhausted resins are removed and the users' plant recharged with freshly regenerated media. The spent media is then transferred to a central regenerating station for treatment. Designed to ensure uninterrupted operation, the plant is regularly reactivated and maintained by Eliminex staff.

There is virtually no limit to the type of effluent that can be treated by Eliminex, but at present only effluent from metal finishing is being accepted. A range of six compact plant modules are available and plant performance is based on metal removal capacity rather than flow rate. During the development of Eliminex the Thames Water Authority has made available a site and facilities for the central regeneration equipment in order to monitor the process.

**Further information: circle 437**

## Viewdata module range expanded

GEC Semiconductors Ltd has expanded its viewdata module family. The range has been increased primarily to expand the potential market from the UK alone to the whole of the western world.

In addition to expanding the range of UK modules which conform to the 40-character wide by 24-line format for the 625 line PAL tv system, the company has made their modules to conform to the 525-line NTSC tv system with units available displaying formats of 32-characters by 20 lines of 40 by 20.

One of the new units for the UK and north American market is the M41/8 foreign-language page-display module. Basically it is a combined page display and character generator which allows up to 28 latin languages to be made available for use in a viewdata system or computer terminal. The design is such that any combination of languages can be generated and used in any individual page of information.

The modules are a 100 mm by 147 mm printed circuit boards, with 36-way edge connector, on which are mounted the necessary components which include three large scale integrated circuit devices designed and made by GEC Semiconductors.

**Further information: circle 438**

## New Spiroweigh hopper developed

MJP Machinery Ltd has developed a compact weigh-hopper unit called the Spiroweigh. It is cheap, accurate, completely self-contained and can be easily mounted on a wall or suspended from suitable structural steelwork, the company says. The Spiroweigh comes complete with an electronic digital read-out providing totaliser readings.

There is a choice of either a manually-operated discharge valve or fully automatic discharge.

Although it can be used in conjunction with most hopper loading systems, it has been designed to be fully compatible with MJP's Spiroflow hopper loaders and Spiroblend metering and blending units.

Depending on the model of Spiroflow, the Spiroweigh can process between 25 and 7000 kg an hour.

**Further information: circle 439**

## New steep angle elevator

This new steep angle elevator, designed specifically for the food industry, and ideal for handling bulk materials or small items of confectionery, has been introduced by Associated Conveyors, a division of Torvale Engineering Ltd, of Pembridge, Herefordshire.

**Further information: circle 440**

## Have you a good industrial news picture?

Pictures are often published in *Trade and Industry* showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story. Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Eleventh floor, Millbank Tower, Millbank, London SW1P 4QU.

# European community news

## Jet project gets under way

Guido Brunner, member of the European commission in charge of energy and research, laid the foundation stone for the main experimental building of the Joint European Torus (Jet) project at Culham, Oxfordshire, on 18 May.

Mr Brunner said this was an important event in the history of the European community and was the successful outcome of years of difficult negotiations.

The Jet project represents a substantial part of the nuclear fusion research programme of the European Atomic Energy Community (Euratom). The programme aims to develop nuclear fusion as a new source of energy for Europe.

The Jet joint undertaking was formally established on 1 June 1978 by a council of ministers' decision. Members of the joint undertaking include Euratom, the nine member countries of the European community and Sweden. Switzerland is shortly expected to become a member. The decision to establish the Jet joint undertaking followed the satisfactory completion of the design phase of the project from November 1973 to May 1978.

The Jet project was designed to lead eventually to the joint construction of prototypes with a view to their industrial-scale production and marketing, Mr Brunner said. This depended on the outcome of much complex scientific and technological research.

The Jet laboratory is expected to be completed and the Jet experimental device assembled in 1982 and the apparatus will be one of the most powerful of its kind in the world. The successful completion of Jet will put the community well along the path towards the solution of its energy problem, Mr Brunner said.

## Queen's speech outlines government's EEC policy

The government affirmed its strong commitment to the European community in the Queen's speech on 15 May. It intends to play a full and constructive part in its further development and enlargement and in the co-ordination of the foreign policies of member states.

The government will seek to make significant improvements in the operation of the common agricultural policy in the interests both of the UK and of the community as a whole, and will work for an agreement on a common fisheries policy, taking account of the need to conserve stocks and the interests of UK fishermen.

It will press for a fairer pattern of budgetary and resource transfers in the EEC. It welcomes the development of the European monetary system and will consider afresh the question of the participation of the UK in its various aspects.

## More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages: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Trade in place of migration 338
Making the most of patent facilities 338

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## EEC adopts position on UN liner code

Formal adoption of a regulation on the United Nations' code of conduct for liner conferences came at the 15 May council of ministers.

In a written parliamentary answer on 17 May, Norman Tebbit, Parliamentary Under-Secretary of State at the Department of Trade, said that the regulation opened the way for member states to become contracting parties to the code, subject to a number of reservations and internal community arrangements. New legislation would be required before the UK could accede to the code convention.

He said that the essence of the community's position was that member states would not apply the code's cargo-sharing provisions and certain other of its rigid features in conference trades with other Organisation for Economic Co-operation and Development countries party to the code – provided these countries offered reciprocity. These arrangements were without prejudice to the opportunities for participating in these trades by national lines of developing countries, in accordance with the principles reflected in the relevant part of the code.

In trade between the EEC and developing countries party to the code, developing country lines would enjoy full codist rights, he said. The shares of trade falling to community lines would be redistributed on a commercial basis and the lines of other OECD countries would be able to participate in this redistribution process, subject to reciprocity. Conciliation would be available in the case of disputes.

Other provisions of the regulation deal with the treatment of lines from one member state established in another under the right of establishment provisions of the EEC treaty, and with the basis on which the code's national line veto right is to be used.

Mr Tebbit said the UK welcomed the common position that had been achieved within the community and hoped that it would facilitate a more general solution among developed and developing countries.

## European council to discuss budgetary transfers

Next month's European Council must focus on the question of the UK and Italy being the largest net contributors to the community budget in 1980, Chancellor of the Exchequer Sir Geoffrey Howe told the 14 May finance council.

In a written parliamentary answer on 17 May, the chancellor said he had made it clear that this was an unsustainable position as both countries were among the least prosperous members of the community. He had emphasised the need for the problem to be presented in such a way that heads of government could take decisions so that solutions could be applied without delay.

Discussions had taken place on how community policies as a whole, including the community budget, could best assist greater convergence of economic performance between member states. This followed a remit from the March European council. He had taken the opportunity, Sir Geoffrey said, to indicate the government's wish to work closely and harmoniously with other member states for the successful development of the community.

The council had adopted a decision empowering the commission to contract loans for the purpose of promoting investment within the community, consistent with priority community objectives in the infrastructure and energy sectors, he said.

Ministers had discussed the effects of the disruption of the oil market on the community's economic prospects and would return to this subject at their next meeting.

They had decided to defer further consideration of a regulation concerning interest-rebates on loans granted in connection with the European monetary system until the June finance council.

The chancellor said that the council had had an exchange of views about the macro-economic implications of work-sharing, and had commissioned further work on this subject.

# And Greece makes ten

**Next Monday (28 May), in Athens, Greece's treaty of accession to the EEC will be signed. The treaty, which follows nearly three years of negotiations, provides for Greece to become the tenth member of the EEC on 1 January 1981. This article explains the terms of the treaty and the act annexed to it, which are on much the same lines as the UK's own accession treaty and act. The treaty contains the rules and conditions of membership.**

Greece has had links with the European community since the signature of the association agreement in 1962. Under this agreement, all Greek industrial products, except iron and steel, already have a right to enter the community free of duty and quota. The EEC also admits a wide range of Greek agricultural products duty free although a small number of these are subject to annual tariff quotas.

In return, Greece grants duty-free access for approximately 60 per cent of community industrial exports, and applies a gradually reducing tariff to the remainder. But some quantitative restrictions and non-tariff barriers on imports from the community are maintained.

When Greece joins the nine in 1981, she will have the full rights of a member state and will participate in the institutions and decision-making mechanisms of the community. She will in general adopt the community's policies and practices – the 'acquis communautaire' – as soon as she joins; this would include, for example, the abolition of duties on exports, and acceptance of community rules on state aids including export subsidies. But, as was the case in 1972 when the UK, Ireland, and Denmark joined the community, a transitional period will be necessary in some areas, to provide for smooth integration, and to avoid problems which may be caused to either side by sudden changes in existing arrangements. The areas concerned, and the transitional arrangements which have been agreed, will be spelled out in the Greek act of accession.

**Transitional period**

The transitional period will generally last for the five years from 1 January 1981 to 31 December 1985. During this time, in accordance with an agreed timetable (see table), Greece will gradually adjust to full customs union with the other member states. The remaining Greek quantitative restrictions (consisting of 14 quotas) and customs duties, applied to the nine will be progressively removed.

Greek customs duties on imports from non-EEC countries will be aligned to those of the common customs tariff of the EEC – including the tariff preferences provided under the generalised scheme of preferences and community preferential trade agreements. Greece will also adopt the community's liberalisation lists in relation to third countries over a five-year period.

Greece will adopt the common agricultural policy gradually, but will immediately benefit from community agricultural aid. Remaining agricultural customs duties will be progressively abolished by both Greece and the community. One of the few transitional measures which extends beyond five years covers two particularly sensitive agricultural products, peaches and tomatoes. It will be seven years before these are duty free within the enlarged community.

A timetable similar to that for the industrial customs union has been established for the integration of Greece into the European Coal and Steel Community; she will also become part of Euratom.

The Greek cash payments and import-deposit schemes, will be dismantled over three years, and the import regime of products under Greek state monopolies (excluding that on opium) will be adjusted to conform with community requirements over a five-year period.

Throughout the five-year period – extended to seven for the two agricultural products – safeguard and anti-dumping provisions (similar to articles 135 and 136 of the act annexed to the UK accession treaty) will be available to both sides, which will allow the commission to authorise restrictions on disruptive imports from Greece into the existing EEC member states (and vice versa).

On the financial side, the present Greek system of indirect taxation will be changed to VAT within three years of accesion and the Greek contribution to the community budget will be increased gradually to her full share at the end of the transitional period. Greece has affirmed her determination to join the European monetary system, but the details and timing have not yet been worked out.

Greece stands to gain considerably from community financial assistance. Finance from the regional development fund, the European social fund, and European Investment Bank loans will all be available from the beginning of the transitional period.

Free movement of Greek workers will be achieved over seven years from the date of accession and integration of Greece into the other 'social' policies of the community will be achieved within five years.

**Timetable for alignment and reduction of customs duties**

| Abolition of intra-community duties, as percentage of basic duties | | | Alignment to CCT in percentage difference between basic duties and the CCT | |
|---|---|---|---|---|
| ECSC products (9 + Greece | EEC products (Greece) | Date | ECSC products (Greece) | EEC products (Greece) |
| 10 | 10 | 1.1.81 | – | 10 |
| 20 | 20 | 1.1.82 | 20 | 20 |
| 40 | 40 | 1.1.83 | 40 | 40 |
| 60 | 60 | 1.1.84 | 60 | 60 |
| 80 | 80 | 1.1.85 | 80 | 80 |
| 100 | 100 | 1.1.86 | 100 | 100 |

## Prospects for trade

Greece's most important trading partner by far is the EEC. In 1977 the community supplied 45 per cent of Greek imports and took 41 per cent of her exports. But the UK's share of the Greek market (6.1 per cent in 1977) is substantially less than that enjoyed by West Germany (16.8 per cent) and the United States (17.6 per cent), and also lower than that of Italy (8.2 per cent) and France (7.3 per cent). With accession to the EEC, Greek trade with the community is likely to grow more rapidly than with the rest of the world and this will provide significant opportunities for British companies in a number of areas.

Greek accession will necessitate a major effort of industrial adaptation in order to adjust to the economic effects of community membership. This process will involve efforts to stimulate industrial investment, particularly in industries with export potential. The Greek government is anxious to stimulate foreign investment in Greek industry and, in particular, participation in joint ventures.

British companies should be able to contribute significantly to the process of adapting Greek industry to meet the demands of EEC membership – not only by providing equipment needed to implement industrialisation plans, but also by the provision of production and marketing know-how and expertise across a wide field of industrial sectors. Areas of special potential include agricultural machinery, hospital and medical equipment, mining machinery and effluent treatment plant.

A working group for Greece has been set up by the British Overseas Trade Board to examine the particular needs of the Greek market and advise the Department of Trade on the best ways in which UK industry can be alerted to the particular opportunities that will arise.

It is hoped that during the period leading up to Greece's accession there will be further identification of priority areas for the attention of UK exporters. Greece is not just 'a place in the sun' but a market which is likely to increase in importance as accession becomes a reality.

## Foreign ministers meet in France

Lord Carrington, Britain's Secretary of State for Foreign and Commonwealth Affairs, with his EEC counterparts, at a conference at Cahors in France on 12 and 13 May. From left to right, Hanns-Dietrich Genscher (West Germany); Jean Hamilius (Luxembourg); Henning Christopherson (Denmark); Christopher Van der Klaaun (Netherlands); Arnaldo Forlani (Italy); Lord Carrington; Michael O'Kennedy (Irish Republic); Jean François-Poncet (France); Roy Jenkins, president of EEC commission; and Henri Simonet (Belgium). AP wirephoto

## Minister at Paris retailing talks

Sally Oppenheim, Minister for Consumer Affairs, attended an informal meeting of EEC ministers in Paris on 11 May to discuss the retailing and distributive trades.

The meeting was called by the French government, which is currently holding the EEC presidency, to enable ministers to exchange views on retailing and distribution within the community. Ministers discussed the structure of the industries and the policies followed by each member state.

Commenting on Britain's retailing industry after the meeting, Mrs Oppenheim said the greatest success in reducing prices in Great Britain in the past two years had come from competition in the retail sector rather than from price controls. Competition had forced retailers to look at ways of improving their methods and reducing their costs so that they could offer lower prices and still remain profitable.

Successive British governments had, in general, been content to allow retailing to evolve and develop without intervention by the state, Mrs Oppenheim said. They had not sought to encourage particular sorts of development or to discourage others. The preference of the new government for less state intervention in industry was well known, she added.

## Temporary suspension of the CCT: UK requests

The Department of Trade advises that the UK has put forward to the EEC commission applications for new suspensions of the common customs tariff (CCT) for the goods listed below. The requests, which relate to the period 1 January to 30 June 1980, are for total suspension in each case.

If any UK companies are already producing any of the goods listed, or like or competing products, or expect shortly to be in production, so that their interests would be adversely affected by a suspension of the CCT, they should notify the Department of Trade, General Division, Room 436, 1 Victoria Street, London SW1H 0ET. The information, in writing, should be with the department not later than 1 June 1979.

| CCT heading/Description |
|---|
| **ex 29.14 AXI**<br>Trifluoroacetic acid |
| **ex 29.25 BIIIb)**<br>Bendiocarb (ISO) |
| **ex 39.01 CV**<br>Polyurethane polymers in one of the forms mentioned in note 3(a) to chapter 39, based on a mixture of 2-methyl and 4-methyl-*m*-phenylene di-isocyanates and high molecular weight branched-chain triols, and containing terminal epoxy groups |
| **ex 39.02 CVIa)**<br>Copolymer of maleic anhydride and styrene<br>Copolymer of maleic anhydride and styrene, containing a styrene-butadiene block copolymer |
| **ex 39.02 CXIVa)**<br>Terpolymer of ethylene, methyl acrylate, and a monomer containing a pendant carboxylic acid group |
| **ex 39.02 CXIVb)**<br>Terpolymer of tetrafluoroethylene, hexafluoropropylene and vinylidene fluoride |

A request has also been submitted for the introduction of the following revised definition in respect of used sacks and bags:

| CCT heading/Description |
|---|
| **62.03 AI and 62.03 BIa)**<br>Sacks and bags of the kind used for the packing of goods, used, of jute, of other textile bast fibres of heading 57.03, of flax or of sisal |

**Inquiries:** 01-215 3576.

## Fibre building board dumping probe extended

Investigation into the alleged dumping of fibre building board, originally brought against Czechoslovakia, Poland, Romania and the USSR (see *Trade and Industry*, 8 December 1978), has been extended to include Finland, Norway, Sweden and Spain.

Those interested may make their views known by writing to the Commission of the European Communities, Directorate-General for External Relations, 200 rue de la Loi, B-1049 Brussels, and sending a copy to the Department of Trade's Anti-Dumping Unit, General Division, 1 Victoria Street, London SW1H 0ET. The closing date for receipt of submissions is 8 June.

The full text of the European commission's announcement was published in the *Official Journal of the European Communities* C116, on 9 May.

## New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

### Common agricultural policy

The texts of the following regulations and decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities:*

**Processed agricultural products.** Regulation (EEC) 845/79 determining the amounts of the variable components and additional duties applicable from 1 May to 31 July 1979 inclusive, on the importation into the community of goods covered by regulation (EEC) 1059/69 (*Official Journal* L109, 1 May 1979).

**Processed fruit and vegetables.** Regulation (EEC) 876/79 suspending the entry for home use within the community of mushrooms in brine originating in Taiwan (*Official Journal* L110, 3 May 1979).

**Oils, fats and oilseeds.** Regulation (EEC) 883/79 amending regulation (EEC) 2960/77 on detailed rules for the sale of olive oil held by intervention agencies (*Official Journal* L111, 4 May 1979).

Regulation (EEC) 884/79 adjusting the amount of the levies applicable in the olive oil sector (*Official Journal* L111, 4 May 1979).

**Animal health.** Decision 79/456/EEC amending decision 78/642/EEC on health protection measures in respect of Botswana (*Official Journal* L116, 11 May 1979).

**Hops.** Corrigenda. The *Official Journal of the European Communities* L116, 11 May 1979, contains the following correction to regulation (EEC) 890/78 published in the *Official Journal* L117, 28 April 1978, laying down detailed rules for the certification of hops:

Page 46, Annex 1, 'Characteristics (b)', column 'Description':
*for:* 'Leaf fragments from branch tendrils, branch tendrils, leaf or cone strigs, to be classed as stalk, cone strigs must be at least 2.5 cm long'.
*read:* 'Leaf fragments from stem, stems leaf or cone stalk, to be classed as stalk, cone stalks must be at least 2.5 cm long'.

### Common customs tariff

Regulation (EEC) 882/79 amending regulation (EEC) 586/77 laying down rules for the application of levies on beef and veal and amending regulation (EEC) 950/68 on the common customs tariff (*Official Journal* L111, 4 May 1979).

Regulation (EEC) 885/79 on the classification of goods under subheading 75.03 B of the common customs tariff (*Official Journal* L111, 4 May 1979).

### *Import from non-member states*

The texts of the following decisions which authorise the relevant member states to refuse entry to the specific goods have been published in the *Official Journal of the European Communities*. The decisions relate to varying periods; full details are set out in the relevant decisions.

Decision 79/439/EEC authorising Germany not to apply community treatment to women's, girls' and infants' (other than babies') woven and knitted or crocheted dresses, of wool, cotton or man-made textile fibres, falling within subheadings ex 60.05 A II and ex 61.02 B of the common customs tariff (Nimexe codes 60.05-41, 42, 43, 44; 61.02-48, 52, 53, 54) (category 26), originating in Romania and in free circulation in the other member states (*Official Journal* L111, 4 May 1979).

Decision 79/449/EEC authorising France not to apply community treatment to men's and boys' shirts, woven, of wool, cotton or man-made textile fibres, falling within heading ex 61.03 of the common customs tariff (Nimexe codes 61.03-11, 15, 19) (category 8), originating in the People's Republic of China and in free circulation in the other member states (*Official Journal* L114, 8 May 1979).

### Harmonisation of legislation

**Dangerous substances.** The *Official Journal of the European Communities* L88, 7 April 1979, contains the text of directive 79/370/EEC on the second adaptation to technical progress of directive 67/548/EEC on the approximation of laws, regulations and administrative provisions relating to the classification, packaging and labelling of dangerous substances.

Copies of *Official Journal* L88 may be obtained from HMSO price £1.20 plus postage. The Health and Safety Executive has responsibility for implementing this directive in the UK.

Inquiries about implementation: Health and Safety Executive, HSD A1, 25 Chapel Street, London NW1 5DT.

# Overseas trade news

## First ECGD-backed loan for Airbuses goes to Brazilian airline

The first ECGD-guaranteed loan in support of an Airbus Industrie contract since the UK rejoined the consortium was announced on 16 May. The Export Credits Guarantee Department has guaranteed the repayment and funding of a $13.5 million loan which Midland Bank had made available to Cruzeiro Do Sul Servicos Aereas, Brazil. The loan will help finance the UK portion of a contract won by Airbus Industrie, the European aerospace consortium, for two A300 aircraft.

The loan represents 20 per cent of the officially supported credit finance for the contract. The bulk of the finance is being supported by the export credit insurance organisations in France and West Germany.

## Yemen and Sudan for Dundee mission

The Yemen Arab Republic and the Sudan are the targets for a Dundee and Tayside mission from 23 November to 7 December. The mission will be eligible for financial support by the British Overseas Trade Board.

The basic itinerary is Khartoum and Sanaa but this can be varied to suit individual participants' requirements. Both countries receive substantial financial assistance from Saudi Arabia and various Arab and international development funds.

Growing concern that the UK might lose out in the Yemen Arab Republic (YAR) to competitors from other western European countries last year prompted the committee for Middle East trade to complete a detailed study of market opportunities and conditions. The study identified three main reasons for interest in the YAR: it has the largest population in the whole of the Gulf and Arabian peninsula; it has a surprisingly substantial balance of payments surplus and foreign exchange resources as a result of foreign aid and the remittances of expatriate workers; and there is a fund of goodwill towards the UK.

Despite its continuing transport and foreign exchange difficulties the Sudan still presents opportunities for British exporters.

There are indications that the present economic situation will improve and, as the Dundee and Tayside chamber points out, Sudanese buyers undoubtedly prefer British goods and will purchase from the UK wherever possible. It should be noted, the chamber says, that at present the UK exports as much to the Sudan as to Venezuela and Mexico.

The mission prospectus and application form may be obtained from: Miss Avril Novak, Dundee and Tayside Chamber of Commerce and Industry, Chamber of Commerce Buildings, Panmure Street, Dundee, DD1 1ED, tel. 0382 22122.

## Line of credit cover for Zambia exports

Revised arrangements for new business with Zambia were announced by the Export Credits Guarantee Department on 11 May. From 1 July support for UK exports to Zambia will be effected by means of a line of credit. Cover under the basic ECGD credit insurance policy (the comprehensive short-term guarantee) will not apply to contracts made on or after that date.

Finance for the £25 million loan to the Bank of Zambia has been made available by Standard Chartered Merchant Bank acting on behalf of Standard Chartered Bank, and is guaranteed by ECGD. Under the line of credit UK exporters will be able to receive payment at the time of shipment.

During the past few years there have been worsening delays in the transfer of payments for UK exports to Zambia resulting from Zambia's economic problems. The new arrangement, which has been introduced in order to avoid any sudden disruption in UK trade with Zambia, will also enable ECGD to monitor more closely its commitments in that market. ECGD will maintain normal cover for contracts of sale made before the end of June.

The new arrangements will be explained to policyholders in a circular letter.

## Lebanon: some business travel possible

Although the Department of Trade does not advise visitors to travel to Beirut, it points out that the state of security in the Bekaa region of Lebanon, bordering Syria, is such that visits can be made from Damascus.

A taxi service operates from behind the central post office in Damascus and has the necessary permits to carry passengers into Lebanon.

Visits should be restricted to the towns of Chtaura and Zahle unless accompanied by a responsible local person with knowledge of the Bekaa area.

All British visitors will need a visa to enter Lebanon and these cannot be obtained in Damascus since there is no Lebanese embassy there.

## London chamber plans for Far East mission

A trade mission to Japan and Hong Kong is being sponsored by the London Chamber of Commerce and Industry from 9 to 30 November.

The chamber says that demand for high-quality British consumer goods is now established in Japan, and is being continuously promoted. Japan's technologically orientated industries represent a growing market for advanced machinery, instruments and techniques. It points out too that the search for oil and natural gas off the coast of Japan will also present good opportunities for exporters and says the best openings are likely to be, as in other fields, in sophisticated high-technology products for the exploration and exploitation of these energy resources.

**'Open-ended economy'**

Hong Kong, says the chamber, likes to describe itself as an 'open-ended economy'; it is not self-sufficient in food, it produces no oil or industrial raw materials and its domestic market is not big enough to absorb its industrial production. Food is imported from China, oil from the Middle East, and raw materials, (textile fibres, plastics) largely from Japan; these are processed locally with machinery imported worldwide, and 80 per cent of the finished products are exported, mainly to the United States, and the EEC with a heavy concentration on textile products, electrical goods and plastics products.

Further information and application forms, which must be returned by 30 June, can be obtained from Diane Wright, London Chamber of Commerce and Industry, 64 Cannon Street, London EC4N 5AB, tel. 01-248 4444.

# Languages mean business

**Just a year ago, Sir Frederick Catherwood, then chairman of the British Overseas Trade Board, announced at the close of a conference on 'Does Britain need linguists?' [1] that the board would do further work to determine the needs of exporting industries for foreign languages. A study group under the chairmanship of the Duke of Kent was set up and its report [2] is published this week.**

From the outset the study group recognised that the value of language proficiency in overseas trade might appear to be so obvious that the need for a special study might be superfluous. It was also accepted that any attempt to encourage a greater knowledge of foreign languages would be taken against the background of a growing knowledge of English by people in foreign countries.

But the report, prepared by representatives of industry, BOTB, other government departments, and the educational world, leaves no doubt about the importance of languages.

It found that:

- ☐ in most of the non-English speaking markets covered by the study group language skills are important for successful trading;
- ☐ the working levels of many overseas companies' knowledge of English may be very poor, and the company relying on English alone will be at a severe disadvantage;
- ☐ even those firms capable of working in English may give preference to companies able to communicate in the local language;
- ☐ linguistic ability is particularly important in the initial stages of a sales approach so that an effective rapport with the customer is built up as quickly as possible – this applies even in those 'difficult language' countries (eg Japan) where English has up to now been more readily accepted.

> . . . a United Kingdom firm competing in English against a foreign firm using French stands only a very slim chance.
>
> — British embassy, Paris

Overall, the study group's wide-ranging consultations, both at home and overseas, have confirmed that the ability to communicate with Britain's overseas customers in their own language is vitally important if the UK is to compete effectively in world markets in the years ahead, particularly now that more than half of Britain's exports go to non-English speaking countries. Certain of our overseas competitors are paying more attention to foreign language skills than do many firms in the UK. The report suggests that, against this background, it is time for everyone concerned in this country to take a fresh look at the question that has been too widely under-rated in the past.

The study group was set up with the following terms of reference:

To assess the UK's needs for people with knowledge of foreign languages for the successful pursuit of her overseas trading interests in the future, and to recommend any appropriate action for BOTB.

Its report covers the links between language ability and overseas sales; the selection of language-speaking staff and choice of language skills; language training; the incentive to learn languages; lessons from the UK's competitors.

## The study group

**Chairman**
The Duke of Kent, vice-chairman, British Overseas Trade Board

**Members**
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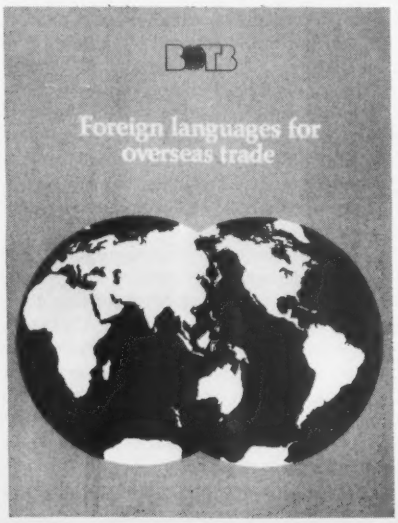
## More about languages . . .

Apart from local colleges, information on language courses that are available in further education can be obtained from the regional advisory councils for further education and, in the case of Scotland, from the Scottish Business Education Council. Full addresses are shown on page 100 of BOTB's export services handbook.




[1] See *Trade and Industry*, 26 May 1978.
[2] 'Foreign languages for overseas trade' available free of charge from Export Development Division, Room 220, Department of Trade, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5469.

# First agricultural mission to francophone W. Africa

One of the strongest trade missions from the British Agricultural Export Council (BAEC) has just returned from the Ivory Coast and Cameroon. It was the first visit of an agriculturally based delegation from the UK to francophone west Africa and its main purpose was to establish a firm base for a wide range of British agricultural exports in countries previously dominated by France.

The mission was made up of nine major UK organisations or their subsidiaries: Antec AH International, Booker Agriculture International, British Livestock Company, Peat Marwick Mitchell, Ross Breeders, Simplex, Taylor Woodrow International, Unifeeds, Wright Rain Irrigation and the BAEC executive for Africa as mission secretary John Thorneloe, chief executive of BAEC was mission leader

Visits in both countries included livestock and poultry enterprises both existing and planned, plantations and agro-industrial installations. Meetings were held at the highest level notably with the president of the National Assembly and vice-president of the Ivory Coast, Phillippe Yace, and the Minister of Economy and Planning in Cameroon, Robert Naah representing the key ministry involved in implementing the agricultural and livestock development plans of Cameroon. In addition many collective and individual meetings were held with the local business communities.

BAEC had agreed with President Yace that a protocol agreement be drawn up between the Ivory Coast authorities and BAEC with a view to strengthening the development of trade between the two countries. And, apart from market information, several mission members achieved sales and prospective business which they intend to consolidate by further visits.

# US components market: study published

For £1,850, less rebate for early application and up to one third rebate from the British Overseas Trade Board, British companies can subscribe to a study of the lucrative United States components market.

To conduct this study three organisations have pooled their expertise: in the UK Mountain and Associates, specialists in industrial research, Parkland Overseas, export consultants, and in the United States, Lindsey-Kaufman, specialists in industrial research and marketing.

A preliminary study has already shown the extent of the components market, covering components for machine tools, electronics, computers, engineering, plastics or in the automotive field. Companies in the United States sub-contract extensively, but getting into the market demands more than a quick flip across the Atlantic with a blank order book. So the new study will include sections on

the conduct of business in the United States and transportation to clients.

Details from Peter Mountain, Crescent Buildings, 6 Hickman Street, Newcastle-under-Lyme, Staffs, ST5 2AR, tel. 0782 618756.

## Talk on opportunities in Japan

A talk on opportunities and obstacles in the Japanese market will be given by Norman MacLeod, president ICI (Japan), at a meeting of the London Chamber of Commerce and Industry to be held on 6 June.

The meeting will be chaired by John Field, head of the exports to Japan unit of the British Overseas Trade Board.

Further details and application forms can be obtained from Susan Blanchard, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444.

## Birmingham chamber to sponsor Middle East exhibition . . .

Sponsorship of a joint venture to MEM 80, the Middle East machinery, light industry and maintenance show, to be held at the Bahrain exhibition centre from 17 to 21 February next year will be by the Birmingham Chamber of Industry and Commerce with the support of the British Overseas Trade Board.

It is the first time that the Birmingham chamber has organised British company participation at an exhibition in the Middle East, though it has had experience of taking joint ventures to exhibitions in most other parts of the world.

The mission organisers point out that the Gulf states, traditionally dependent on oil production, are diversifying their economies by actively encouraging the development of light industries. In Bahrain alone the number of new plants has risen from 15 to 80 in the last few years they say, and similar developments can be seen throughout the Gulf and Saudi Arabia. Maintenance services and equipment for the many existing heavier industrial public and private sector projects are also in demand including anti-corrosion treatments and vehicle-repair facilities.

MEM 80 has been designed specifically to cater for this type of expanding market and will be the first exhibition in the region to cover a wide range of light engineering production, process and plant maintenance equipment and services.

Bahrain has been chosen as the venue for the event as the natural trading centre for the Gulf with its strong commercial links with Saudi Arabia and the neighbouring countries.

Further details are available from Tony Cox, Birmingham Chamber of Industry and Commerce, 49 Calthorpe Road, Birmingham B15 1TH, tel. 021-455 9600.

## . . . and mission to south America

Following a successful visit last year Birmingham's Chamber of Industry and Commerce is mounting a follow-up mission in the late autumn to Argentina and Chile with the full support of the British Overseas Trade Board.

A top-level trade delegation from Argentina, visited the Birmingham chamber recently and highlighted the opportunities for British exporters in a market of over 26 million people. Frederico Dumas, under secretary in charge of external investments, who headed the delegation, told members of the chamber that conditions for trade in Argentina have been transformed by economic developments during the last couple of years. Over two-thirds of the country's £3 billion reserves are freely disposable – enough to pay for more than a year's imports; the system of payments for imports has been greatly liberalised, especially for capital goods; credit insurers all over the world, including the Export Credits Guarantee Department are now favourably disposed towards the market; and perhaps most important of all, Argentina has now embarked on a major programme to reduce tariff barriers and import restrictions.

Details of the mission, including an application form, are available from Arthur Jackson, Birmingham Chamber of Industry and Commerce, tel. 021-454 6171 ext. 234.

## Journalists visit Brighton boat show

Among the 16 overseas journalists brought to Britain for the Brighton boat show (held from 16 to 20 May) by the Ship and Boat Builders National Federation and the British Overseas Trade Board, is Mr K. Wilen from Finland representing *Vene*. He is pictured here (left) on board the Tyler 28 with Mr E. Leach, sales manager of Tyler Mouldings from Tonbridge in Kent. This inward mission gave the journalists time for practical testing of the new boats and equipment before the opening of the boat show. The inward mission scheme is one of the BOTB's export promotion activities which each year brings to Britain about 500 overseas businessmen or others from over 50 different countries.

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# Overseas trade exhibitions

## Disco-bed a hit in Copenhagen

From S. Seaman, British embassy, Copenhagen

Sponsored jointly by the British Overseas Trade Board and British Furniture Manufactures Exports Ltd, 22 British furnishing manufacturers took part in the fifteenth Scandinavian furniture fair held from 2 to 6 May in Copenhagen. This was the second year that the British group had been able to occupy space in the international section of the fair, which is now an integral part of the show.

The British group occupied a prime site at the entrance to the international section and, with a marked improvement in the signposting throughout the exhibition halls, there was a much larger flow of visitors than the previous year. It was easy to identify the British section which achieved a coherent group identity through the use of prominent Union Jack signboards.

Most British exhibitors displayed reproduction antique furniture which constitutes the larger part of Britain's furniture exports to Scandinavia. One of the most controversial exhibits displayed by the British group was a large Chesterfield-style convertible bed, complete with buttoned canopy which incorporated discotheque lighting and a stereo tape deck. This exhibit, by Clements International Upholstery, was clearly for publicity purposes but, before the end of the exhibition, it had been sold to a large furniture-buying chain for display in stores all over Denmark.

Most of the British exhibitors already have agents in Scandinavia but the few firms requiring representation were able to appoint agents during the course of the fair.

The event is very Scandinavian in flavour with the main halls devoted to the work of Danish, Swedish, Norwegian, Finnish and Icelandic designers. As the premier Scandinavian furniture event, it displayed all the latest trends in Scandinavian design which illustrated a marked movement towards lighter coloured furniture, including pine, light oak and beech, in combination with natural fabrics and hides.

Although final figures are not yet available there was a general feeling the fair had attracted more serious buyers this year. While the majority of buyers came from European nations, considerable numbers attended from the Americas, the Middle and Far East and Australasia.

The British group was visited by the British ambassador to Denmark, Anne Warburton, towards the end of the fair when most British exhibitors were in a position to report favourable business. They expressed considerable optimism for the future and most firms considered that participation had helped consolidate their position in the market.

The next Scandinavian furniture fair takes place at the Bella Center from 7 to 11 May next year and, even at this early stage, there is every indication that British furniture manufacturers will return in greater numbers.

## Record UK turn-out at Cincinnati ceramic show

From Linda L. Limes, British consulate-general, Cleveland

Sixteen British companies – a record number – sponsored and organised by the British Ceramic Plant and Machinery Manufacturers Association in conjunction with the British Overseas Trade Board, exhibited at the American Ceramic Society's annual meeting and expostition held in Cincinnati from 29 April to 2 May. The exposition ran concurrently with the largest technical programme ever presented by the society – 735 papers were presented at 105 sessions, and there were three special symposia.

Major buyers, ceramic engineers and production people from ceramic companies from all over the world took advantage of the opportunity to view nearly 80 exhibits and learn about the latest in equipment, materials, instrumentation and industrial products and services. Practical production seminars were presented for the first time by exhibitors with equipment and machinery in operation on the floor. Specialists demonstrated new process controls, laboratory equipment, and quality and performance or raw materials which attracted more production-oriented visitors.

The size and attractive appearance of the British stands made a major impact. Many of the visitors commented favourably on the quality of the stands and the 'state of the art' technology shown in the British-made products. In fact, the British presence was acknowledged to have made the show.

Several new products were introduced by members of the British group – such as the unique 50 tonne upstroking hydraulic clay press developed by Ceramic Workshop and a holloware glazing machine and automatic glaze spraying line by William Boulton. F. Malkin and Co featured the Type 700 brush banding machine, Edwards and Jones provided full information on its hand-operated and fully mechanised presses, and third-year exhibitor, Meirswann Colours, promoted new colours and glazes and a new medium for thermoplastic application.

Other firms which had exhibited in the past included W. G. Cannon with its drying systems, Diamond Refractories showing quality refractory kiln furniture for whitewares, Shelley Furnaces exhibiting gas fire, electrical and specialist kilns and Service Engineers, members of the William Boulton Group, who dis-

Mr Hothersall and Mr Levine of the William Boulton group discuss its ceramic holloware glazing machine with visitors from Homer Laughlin China Company and with Mr C. J. Hench, British Ceramic Plant and Machinery Manufacturers' Association.

played a new automatic handle de-seaming and cutting machine and reported confirmed orders for £120,000 with additional orders worth £140,000 to follow by June. These firms found, as before, that this is a unique gathering of firms in this highly specialised industry and all expressed satisfaction with results.

Newcomers taking advantage of the showplace included Unishear Mixers with its high shear fluid/solid mixing machines, J. W. Ratcliffe and Sons (Engineers) with products for the potter, and Plant Bros. (Engineers) and Donald Shelley exhibiting fibre sandwich construction systems for furnace and kiln construction. K. H. Bailey and Sons, the world's largest stockist of open stock transfers, displayed a range of transfers and Sutcliffe Speakman promoted its mechanical and hydraulic presses. Rounding out the group was Stoke Fuel Controls who offered services as fuel consultants, designers and systems producers. All first-time exhibitors were pleased with the interest shown in their equipment and found the exposition to be informative and an excellent forum for promoting products.

This is the only ceramic exposition in the United States which caters to the entire ceramic industry and British firms exhibiting found their products to be of particular interest to the American market. With attendance figures this year nearing 4000, firms are well advised to look ahead to the 1980 show to be held in Chicago from 27 to 30 April.

## Largest ever screen printing fair held in Amsterdam

From H. E. W. Ellis, British embassy, The Hague

Europe's federation of screen printers' associations (Fespa) held its 1979 exhibition in the RAI Amstelhal from 25 to 28 April and it was the biggest international trade fair for screen printing that has ever been held.

Over 7000 people attended the four-day event, and an indication of the number of different nationalities visiting Amsterdam for the occasion can be demonstrated by the experience of one British exhibitor on the British joint-venture stand. His company held a dinner party and dealers from no fewer than 25 different countries attended. This does not indicate that all exhibitors received such an international response, but on-the-spot investigation revealed that the majority of British participants had many high-quality inquiries from countries as far apart as Venezuela, South Africa, Japan and eastern Europe. The joint venture was co-sponsored by the British Overseas Trade Board and the Display Producers and Screen Printers' Association.

With the wave of new technology experienced in the industry during the 1960s, it was clear that the demand for the new screen printing ideas and techniques would take time to reach a peak. This breathing space gave the industry itself the time to expand and progress even further, but at a pace not quite so demanding. Therefore the need for frequent exhibitions was not so great, and a four-year interval between exhibitions has developed – the last one being in 1975 in Milan.

British exhibitors came to Fespa '79 for a variety of reasons – looking for European agents, gauging the reaction to a new product or idea, continental promotion or just to steal a glance at the competition. And with top competition present from European and Scandinavian exhibitors, it could be that the technological race once again hots up.

Whether another four years elapses before the next Fespa exhibition remains to be seen, but whatever the timescale involved, the success of the venture is assured.


**We've moved**

Our new address is:

**Trade and Industry**
Eleventh Floor
Millbank Tower
Millbank
London SW1P 4QU

Telex 918829 answer back MBTWR G

Editorial inquiries 01-211 6088/6188/6177

The address of the advertisement department will remain unchanged.


## First British technical week in GDR

From Andrew Lance, British embassy to the GDR

The first British technical week in the German Democratic Republic took place in the International Trade Centre in Berlin from 7 to 11 May. Organised jointly by the London Chamber of Commerce and Industry and the British Overseas Trade Board, and on the GDR side by the Chamber of Foreign Trade, the week was opened by the Earl of Limerick on his first day as chairman of BOTB.

The week consisted of 26 separate lectures by 20 firms on their products and technology, and also included a presentation by the Ministry of Agriculture, Fisheries and Food on UK technology for the livestock industry.

The main industrial themes were mechanical handling, chemical technology and products as well as developments in the field of electronics and automation. In addition, a number of the firms taking part had information stands, and in one case a demonstration van, to supplement their presentations.

The general feeling among most British participants and GDR visitors was that this was a successful and worthwhile venture. Although the size of audiences varied considerably from one lecture to another, it was evident that the GDR organisers had made an effort to assemble people who were expert in their particular fields. Moreover, many of the lecturers reported lively question-and-answer sessions after their presentations.

Technical weeks in the GDR are not so much the occasion for 'hard sell', rather they represent a longer-term attempt to provide information to GDR audiences about the latest developments in technology to which they might not otherwise have access. As such, they form a useful element in a firm's general marketing strategy.

In his speech at the opening ceremony, Lord Limerick expressed the hope that the week would help to stimulate Anglo-GDR trade, and during the week Shell and the GDR foreign trade enterprise Chemie signed an extension to a trading agreement which is expected to result in chemical sales to the GDR of at least £7.5 million during the coming year.

## British shoe machinery goes well at IMS

From Mike Hilton, British consulate-general, Frankfurt

More than 80 000 visitors packed the Pirmasens fairground during the twelfth international fair for footwear manufacturer (IMS) held from 4 to 8 May in Frankfurt.

Six hundred and eighty exhibitors from 22 countries displayed the latest shoe-making machinery and accessories as well as leathers and synthetic materials. The throngs of exhibitors and visitors were such at times that they strained the facilities both in the fair grounds and in the town.

Thirty British firms exhibited in two joint ventures organised by the British Overseas Trade Board in conjunction with the Leather Institute and the Shoe and Allied Trades' Research Association, and all were well pleased with the level of inquiries they received.

Corval Machinery of Leicester exhibited a revolutionary plastics injection moulding machine, developed by the company, for the rapid production of shoe heels. It attracted so much interest that there were several immediate offers to buy the machine straight from the stand. Cox and Wright of Rushton displayed its computer-controlled cutting machine, the only one of its type at the exhibition, and reported that customers and competitors alike were queuing up to inspect it.

The IMS is the showground where manufacturers present newly developed machinery for the first time, and British manufacturers were not slow to show off their new ranges. Standard Engineering Company had developed a machine which cuts out and stitches the elastic sides used in Chelsea boots at the rate of 80 per minute. Mr Richards declared himself delighted with the 200 inquiries received from prospective purchasers.

British tanners and components manufacturers also did well. John T. Scott and Sons of Carlisle exhibited at IMS for the first time, and felt that the exercise had been 'very worthwhile'.

## Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Eleventh Floor, Millbank Tower, Millbank, London SW1P 4QU.

# Overseas trade country data

## Australia

**Injection moulding machines.** Following consideration of the Industries Assistance Commission's report and recommendations, the Australian government has announced that from 22 May injection moulding machines will be dutiable at 15 per cent.

In addition, the industry will be accorded a bounty on machines produced and sold for use in Australia, as from the date the tariff changes take effect.

In the first year, bounty will be paid at 45 per cent of the value added in the manufacture of the goods. In subsequent years this will reduce to 35, 25, 15 and 5 per cent respectively. The bounty will be discontinued at the end of the fifth year.

Inquiries: CRE 01-215 5319.

Ref: CRE 1458/77

**Electric motors, etc.** A notice in *Trade and Industry*, 6 April, made reference to an impending inquiry into the assistance needs of the sector of industry producing these goods and indicated that the dates of the public hearings would be announced at a later date.

It has now been announced that the hearings will take place as follows:

| | |
|---|---|
| Public Inquiry Room,<br>Industries Assistance Commission,<br>12th Floor, Marland House,<br>570 Bourke Street,<br>Melbourne | beginning at 10.00 hrs<br>Monday 4 June 1979 |
| Public Inquiry Room,<br>Industries Assistance Commission,<br>16th Floor,<br>59 Goulburn Street,<br>Sydney | beginning at 10.000 hrs<br>Monday 11 June 1979 |

Inquiries: CRE 01-215 5319.

Ref: CRE 1866/78

**Asbestos.** A notice in *Trade and Industry*, 23 November 1978, reported that the Australian government had accepted a recommendation by the Industries Assistance Commission (IAC) against giving short-term assistance to production of asbestos.

The IAC is now required to report to the government by 31 October on the question of assistance to the industry in the longer term and for this purpose a public hearing will be held at the Public Inquiry Room, Industries Assistance Commission, 16th Floor, 59 Goulburn Street, Sydney, beginning at 10.00 hrs on Thursday 26 July.

Interested parties who wish to submit evidence at the inquiry should tell the commission at the above address as soon as possible.

Evidence may be submitted through the accredited agent of the firm etc or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4PW, tel 01-930 2524, who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319.

Ref: CRE 1060/78

**Liquid polymeric products.** The Australian government has requested the Industries Assistance Commission to inquire into and report on the question as to whether assistance should be accorded the production in Australia of liquid polymeric products falling within tariff item 39.01.91 of a kind used as plasticisers; and polyester polyols of the alkyd type falling within tariff item 39.01.12 and other polyester polyols falling within tariff item 39.01.159.

UK firms and trade associations intending to submit evidence at the public hearing, the date of which will be announced later, should advise the Industries Assistance Commission immediately at PO Box 80 Canberra ACT 2600.

Evidence may be submitted through the accredited agent of the firm etc or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4PW, tel. 01-930 2524, who will represent UK interests if authorised.

The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319.

Ref: CRE 740/79

**Fixed resistors.** A notice in *Trade and Industry*, 2 March, reported that the Industries Assistance Commission (IAC) had issued a draft report of its inquiry into the long-term assistance needs of that sector of the local industry manufacturing fixed resistors of a kind falling within tariff item 85.19.6.

The IAC has since submitted an interim report and recommendations to government on the short-term needs of the industry; these recommendations have been accepted and as a consequence the import licensing restrictions which were introduced on 10 November 1977 have been discontinued.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

**Nuts, bolts, screws etc.** Following consideration of the recommendations made in the Industries Assistance Commission report of its inquiry into the question of the assistance needs of the local industry producing nuts, bolts, and screws etc, the Australian government has announced that the rates of duty from 12 April will be:

| Tariff no./Commodity | General | Preferential |
|---|---|---|
| **73.32** | | |
| Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, screws (including screw hooks and screw rings), rivets, cotters, cotter-pins *and similar goods*, of iron or steel; washers (including spring washers) of iron or steel: | | |
| Goods as follows: | | |
| Cotters and cotter-pins of a kind used solely or principally for affixing pedal cranks to bicycles and auto-cycles | Free | Free |
| Screw hooks and screw rings | Free | Free |
| Other: | | |
| For use as original components in the assembly or manufacture of: | 25% | 25% |
| a vehicles of a kind falling within 87.01.1, 87.02 or 87.03; or | | |
| b trailers for articulated vehicles of a kind falling within 87.14.19 | | |
| Screws for wood | 25% | 25% |
| U-bolts and shackle bolts | 25% | 25% |
| Other cotters and cotter-pins | 25% | 25% |
| Screws of a kind not being suitable for use with nuts, not being screws for wood | 25% | 25% |
| Other | 25% | 25% |
| **74.15** | | |
| Nails, tacks, staples, hook-nails, spiked cramps, studs, spikes and drawing pins, of copper, or of iron or steel with heads of copper; bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, screws (including screw hooks and screw rings), rivets, cotters, cotter-pins *and similar goods*, of copper; washers (including spring washers) of copper: | | |
| Nails, tacks, staples, hook-nails, spiked cramps, studs, spikes and drawing pins | 32% | 9% |
| Other: | | |
| Screws for wood | 25% | 25% |
| Other | 25% | 25% |

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

**Citrus industry.** The Australian government has now considered the recommendations made by the Industries Assistance Commission in the report of its inquiry into the assistance needs of this industry and has decided that the following rates of duty will apply from 13 April:

| Tariff no./Commodity | General | Preferential |
|---|---|---|
| **08.02** | | |
| Citrus fruits, fresh or dried | Free | Free |
| **08.10** | | |
| Fruit (whether or not cooked), preserved by freezing, not containing added sugar: | | |
| Citrus fruits: | | |
| Pulp | Free | Free |
| Other | Free | Free |
| Pulp, not being pulp falling within a preceding sub-item | $0.55 | $0.55 |
| **08.11** | | |
| Fruit provisionally preserved by sulphur dioxide gas, in brine, in sulphur water, in other preservative solutions or in any other manner, but unsuitable in that state for immediate consumption: | Free | Free |
| Citrus fruits | | |

## Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel. direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

| Tariff no./Commodity | General | Preferential |
|---|---|---|
| **11.04** | | |
| Flours of fruits other than citrus fruits | $0.06 Pr. 3% | $0.06 Pr. 3% |
| Other: | | |
| Flours of citrus fruits | Free | Free |
| Other | Free | Free |
| **20.03** | | |
| Fruit preserved by freezing, containing added sugar: | | |
| Citrus fruits: | | |
| Pulp | Free | Free |
| Other | Free | Free |
| Pulp, not being pulp falling within a preceding sub-item | $0.55 | $0.55 |
| **20.07** | | |
| Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit: | | |
| Orange and tangerine (including mandarin) juices and the juices of the hybrids of oranges and tangerines (including mandarins) | The amount per kg total soluble solids by which the value for duty per kg total soluble solids is less than $2.40 | The amount per kg total soluble solids by which the value for duty per kg total soluble solids is less than $2.40 |

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

**Whale products etc.** The Australian government, after considering the report of the inquiry into whales and whaling, has decided to accept the recommendations made by the inquiry. A consequence of this decision is that from 1 January 1981 all imports of whale products and goods containing them will be prohibited.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

## Greece

**Price controls.** Measures introduced on 22 February by the Greek Ministry of Commerce to control retail and wholesale prices for both domestic and imported goods have now been clarified as follows:

1 Under the new legislation any increase in wholesale or retail prices above those ruling on 31 December 1978 must be approved by the Minister of Commerce.
2 The provision of services of all kinds is also subject to price control.
3 Applications for price increases must be supported by evidence of increased costs. The minister is given four months to decide, and if no decision to the contary has been issued, the price increase is approved. The minister may also fix maximum prices and gross profit margins as well as the rate of increase of prices of goods and services.
4 The issue of a bill of retail sale or receipt may be made compulsory.
5 The system of obtaining pro-forma invoice approval from local Greek chambers of commerce remains in force. However, even if the chamber approves an increase in pro-forma import price, this cannot be reflected in wholesale or retail price unless or until this is approved by the minister as set out above. In the meantime the importers will have to absorb the cost within their own margins.

Inquiries: OTAR 01-248 5757 ext. 439.

## Guinea

**Visa applications.** British businessmen wishing to visit Guinea should normally apply for visas to the Guinean ambassador in Paris, who is also accredited to London, enclosing a short note of their business intentions.

As applications are then referred to Conakry delays of several weeks can be expected.

Visa applications should be addressed to the Embassy of the Republic of Guinea, 24 Rue Emile Menier, 75116 Paris, France.

Inquiries: CRE 01-215 5334.

## Israel

**Customs tariff.** The following amendments to the Israeli customs tariff have been announced:

| CCCN no./ Description | Unit | General | EEC 6 | EEC 3 |
|---|---|---|---|---|
| **07.05** | | | | |
| Dried leguminous vegetables, shelled, whether or not skinned or split: | | | | |
| 1500 Pea, broad bean seeds, if certified by the Director of the Ministry of Agriculture, to be suitable for sowing only | kg | Exempt | Exempt | Exempt |
| 9900 Other: | | | | |
| 9910 Haricot beans | kg | 0.0125 | 0.0125 | 0.0125 |
| 9920 Peas | kg | 0.38 | 0.34 | 0.34 |
| 9930 Lentils: | | | | |
| 9931 Whole | kg | 0.19 | 0.19 | 0.19 |
| 9932 Split | kg | 0.25 | 0.25 | 0.25 |
| 9940 Chick peas | kg | Exempt | Exempt | Exempt |
| 9990 Other | kg | 0.38 | 0.31 | 0.31 |
| **09.10** | | | | |
| Thyme, saffron and bay leaves; other spices: | | | | |
| (Paragraph 7000 of this heading shall be followed by a new paragraph – 8000) | | | | |
| 8000 Seeds of celery and dill if certified by the Director General of the Ministry of Agriculture to be suitable for sowing only | kg | Exempt | Exempt | Exempt |
| **29.35** | | | | |
| Heterocyclic compounds; nucleic acids: | | | | |
| (The following paragraph in this heading is revoked – ie paragraph 1000) | | | | |
| 1000 3-(Alpha-acetonyl-benzyl)-4-hydroxycoumarin | | | | |
| Amendment of heading 32.09: | | | | |
| The beginning of heading 32.09 of the schedule shall be replaced by: | | | | |
| **32.09** | | | | |
| Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine or other media of the kind used in the paint or enamel industry; stamping foil; dyes or other colouring matter in forms or pickings of a kind sold by retail; solutions as defined in note 4 of this chapter | | | | |

Inquiries: OTAR 01-248 5757 ext. 458/461.

## Malaysia

**Butter imports.** The Malaysian government has passed the Customs (Prohibition of Imports) (Amendment) (No. 2) Order 1979 so that, from 29 March, an import licence is no longer necessary to import the following into the Federation of Malaysia:

04.03 Butter
910 In airtight containers
990 Other

Inquiries: OTAR 01-248 5757 ext. 469/468/401.

**Hacksaws.** The Malaysian government has, from 29 March, amended the first schedule to the Customs Duties Order 1979 so that it now reads as follows:

| Heading no./Description | Unit of quantity | Import duty Full | Import duty Pref. |
|---|---|---|---|
| **82.02** | | | |
| Saws (non-mechanical) and blades for hand or machine saws (including toothless saw blades): | | | |
| Hacksaws: | | | |
| 260 Of a length of 300 mm or more and of a breadth of 13 mm or more | No. | 30% or 30 sen each whichever is the higher | |
| 270 Other | No. | Nil | |

Inquiries: OTAR 01-248 5757 ext. 469/468/401.

## Saudi Arabia

**Foodstuff standard.** The Saudi Arabian standards organisation has issued the following standard which has been in force since June 1978:

| Standard no. | Title |
|---|---|
| 42 | Methods for the physical and chemical and analysis of milk |

Copies are available from OTAR, tel. 01-248 5757 ext. 7062/420.

## South Africa

**Industrial rebates.** The following amendments were published in the South African *Government Gazette*, 27 April:

R.862, items 302.01, 303.01, 304.03, 304.07, 305.04, 306.02, 306.08, 306.11, 307.01, 310.02, 310.07, 310.08, 311.08, 311.01, 311.04 and 311.08: Deletions of tariff headings 15.04, 18.06, 48.21, 10.01, 39.07, 29.15, 59.07, 15.15, 29.01, 48.21, 55.09, 53.07, 55.05, 55.06, 39.07 and 63.02. Certain rebate provisions which have fallen into disuse, are withdrawn.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

## Spain

**Gambling regulations.** The Spanish *State Gazette*, 21 April, published provisional regulations covering gambling machines and amusement machines. The following are examples of the major points covered by these regulations:

1 The importation of all machines as well as the manufacture and operation of them will be subject to monopoly by the Spanish government, but this faculty could be delegated at the government's discretion to a public company.
2 It will not be possible to import, manufacture, sell or install any machine whose prototype has not previously been registered with the Comision Nacional del Juego.
3 In addition, the regulations give definitions of gambling and amusement machines, and lay down percentages of prizes for money spent.

A copy of the entire decree, in Spanish, is available from OTAR 01-248 5757 ext. 458/461.

**Imported goods.** The Spanish *State Gazette*, 3 May 1979, published a resolution of the Ministry of Commerce which had the effect of

liberalising on a temporary basis, and for an unspecified period from 4 May, the import of goods falling within certain subsections of the following CCCN chapter headings:

12, 15, 17, 21, 22, 26, 28, 32, 34, 38, 39, 50, 55, 57, 58, 59, 61, 62, 69, 70, 71, 74, 76, 78, 82, 85, 87, 89, 92, 97

British exporters wishing to know if their goods are affected should address any inquiries, stating CCCN numbers and a description of the goods, to OTAR 01-248 5757 ext. 458/461.

## Sri Lanka

**Import duty changes.** Import duty changes effective from midnight on 21 February and 26 February have been announced by the Sri Lankan government and the following CCCN numbers are affected:

03.01, 22.03 [1], 22.05 [1], 22.06 [1], 22.07 [1], 22.09 [1], 24.01 [1], 27.13, 34.01, 36.06, 39.07, 48.07, 48.15, 48.16, 48.18, 49.08, 57.06, 59.07, 59.09, 59.13, 59.14, 60.06, 69.10, 70.04, 70.05, 70.06, 70.08, 70.14, 70.20, 71.20, 73.11, 73.14, 73.36, 74.17, 82.09, 83.05, 85.03, 85.15, 87.02, 89.01, 90.07, 90.16

[1] Effective from midnight on 26 February.

Inquiries: OTAR 01-248 5757 ext. 7062/475.

## Tanzania

**Pharmaceuticals.** The Pharmaceuticals and Poisons Act 1978 came into effect in March 1979 following the appointment of an 11 member pharmaceutical board. The priority concern of the board will be to strengthen the government chemist's unit so that it may provide effective checks on standards of imported and local chemicals and poisons.

Copies of the act are available for loan from OTAR 01-248 5757 ext. 472.

## Thailand

**Motor vehicles.** The Thai motor vehicle industry development committee has issued regulations on 'Procedures and conditions in permitting the assembling of passenger cars'.

UK exporters can obtain a copy of these regulations from OTAR, tel. 01-248 5757 ext. 401/468/469.

## Yugoslavia

**Customs surcharges.** From 21 April (see the *Official Gazette*, 16/79) an additional customs tax of 5 per cent will be payable on imported goods for certain commodities. These commodities represent luxury goods such as beverages (wine, brandy, whisky, etc), cigarettes, cosmetics, perfumery, decorative items of glass, porcelain, pearls, diamonds, jewellery, precious metals and products thereof, etc.

Customs surcharges for these goods amount to 22 per cent:

| | |
|---|---|
| Equalisation tax | 6% |
| Customs clearance | 1% |
| Import surcharge | 10% + additional 5% = 15% |
| Total | 22% |

Inquiries: OTAR 01-248 5757 468/469/401.

# CRE: Commercial Relations and Exports Division

The Commercial Relations and Exports Divisions are responsible for the protection of United Kingdom commercial interests in the negotiation and administration of commercial treaties and trade agreements within the framework of the EEC's common commercial policy. There are five divisions. CRE1 is concerned with multilateral trade questions. The other four divisions concentrate mainly on bilateral arrangements.

*The Export Services and Promotions Division, under the direction of the British Overseas Trade Board, is responsible for providing advice, information and assistance to British businessmen engaged in overseas trading. It works closely with the CRE territorial divisions, with export sections of the regional offices and with commercial departments of overseas posts. All inquiries, tel. 01-248 5757.*

Where necessary BOTB export service officers refer firms to the territorial division (CRE2,3,4,5,) who provide help and advice when a firm's overseas business is being affected or is likely to be affected by another country's commercial law or regulations or by trade restrictions. Countries/regional groupings covered by each branch together with telephone inquiry points are set out below.

All extensions can be direct dialled.
Callers should dial (except where stated) **01-215** followed by the extension given.

| Extension | |
|---|---|
| | **Division 2 branch 1** |
| 3364 | North America, Bermuda, US Pacific Islands, St Pierre, Miquelon, Langlade Islands. |
| | **Division 2 branch 3** |
| 5143 | Malaysia, Singapore, Brunei |
| 5253 | Indonesia, Philippines |
| 3263 | Thailand, Burma, Kampauchae (Cambodia), Laos, N Korea, Vietnam, Taiwan |
| 5642 | Korea |
| 01-248 5757 ext 7162 or 613 | Japan |
| | **Division 3 branch 1** |
| 5342 | Spain, Malta, Andorra, Gibraltar, Canary Islands, Portugal, Cyprus, Greece, Turkey, Yugoslavia. |
| 5298 | Iceland, Norway, Sweden, Finland, Austria, Switzerland. |
| 5336 | Italy, San Marino, West Germany, France, Monaco, Denmark, Republic of Ireland, Netherlands, Belgium, Luxembourg |
| | **Division 3 branch 2** |
| 5283 | Ecuador, Venezuela, Bolivia, Chile, Colombia, Peru, Brazil, Argentina, Paraguay, Uruguay, Falkland Islands, Antarctic. |
| 5290 | Central America and Mexico. |
| 5297 | Cuba and Caribbean countries. |
| 5330 | Australasia, Pacific Islands. |
| | **Division 4 branch 1** |
| 3422 | Hungary. |
| 5735 | Czechoslovakia, German Democratic Republic, Romania. |
| 5264 | USSR, Mongolia. |
| 5256 | Poland, Bulgaria, Albania. |
| | **Division 4 branch 2** |
| 5252 | China |
| 3661 | Hong, Kong, Macao |
| 5278 | India, Pakistan, Nepal, Sri Lanka, Maldive Islands, Bangladesh |
| | **Division 5 branch 1** |
| 5221 | Saudi Arabia, Kuwait, Bahrain, Qatar, United Arab Emirates, Oman, Yemen Arab Republic, Peoples Democratic Republic of Yemen. |
| 5218 | Iran, Iraq. |
| | **Division 5 branch 2** |
| 5220 | Israel, Lebanon, Syria, Jordan, Afghanistan. |
| 5225 | Sudan, Egypt, Libya, Tunisia, Algeria, Morocco. |
| | **Division 5 branch 3** |
| 5276 | South Africa, South-west Africa/Namibia, Botswana, Lesotho, Swaziland, Rhodesia. |
| 3064 | Nigeria, Ghana, Sierra Leone, The Gambia, Liberia. |
| 3331 | Ascension, British Indian Ocean Territories, Ethiopia, Jibuti, Kenya, Malawi, Mauritius, St Helena, Seychelles, Somalia, Tanzania, Tristan da Cunha, Uganda, Zambia. |
| 3435 | Angola, Benin, Burundi, Cameroon, Central African Empire, Cape Verde Islands, Chad, Comoro Island, Congo (Brazzaville), Equatorial Guinea, Gabon, Guinea, Guinea-Bissau, Ivory Coast, Madagascar, Mali, Mauritania, Mayotte, Mozambique, Niger, Reunion, Rwanda, Sao Tome and Principe, Senegal, Togo, Upper Volta, Zaire. |

# Statistics

**Economic indicators at a glance**
*Trade and Industry*'s new weekly feature, see page 328.

## The economy: selected indicators[1]

Series are seasonally adjusted except where shown otherwise

| | Gross domestic product (average estimate) | Consumers' expenditure | Fixed capital expenditure | | | Changes in stocks | | | | Balance of payments | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | of which | | | of which | | | | | |
| | | | Total | Manufacturing industry | Distributive and service industries excl. shipping | Total | Manufacturing industry | Wholesalers' | Retailers' | Current balance | Visible balance | Invisible balance |
| | at 1975 prices | | at 1975 prices | | | at 1975 prices | | | | at current prices | | |
| Base of index Series in Stock level at end-1977 | 1975 | £ million | £ million | | | 34,469 | 19,995 | 4,540 | 3,181 | £ million | | |
| 1973 | 103.3 | 65 586 | 21 609 | 3 504 | 4 674 | 2 983 | 1 336 | 432 | 624 | −999 | −2 383 | 1 384 |
| 1974 | 101.4 | 64 212 | 21 173 | 3 822 | 4 605 | 1 462 | 1 288 | 361 | −180 | −3 591 | −5 235 | 1 644 |
| 1975 | 100.0 | 63 385 | 20 536 | 3 522 | 3 841 | −1 625 | −1 221 | −249 | −100 | −1 843 | −3 236 | 1 393 |
| 1976 | 102.9 | 63 540 | 20 395 | 3 345 | 3 926 | 260 | 316 | 131 | 13 | −1 137 | −3 601 | 2 464 |
| 1977 | 104.9 | 62 954 | 19 961 | 3 573 | 4 325 | 978 | 442 | 266 | 29 | 298 | −1 744 | 2 042 |
| 1978 | 108.1 | 66 397 | 20 514 | 3 848 | 4 681 | 962 | 595 | −15 | 333 | 254 | −1 175 | 1 429 |
| 1976 3rd qtr | 103.3 | 15 934 | 5 177 | 849 | 1 005 | 163 | 99 | 81 | 46 | −411 | −1 136 | 725 |
| 4th qtr | 104.2 | 16 007 | 4 955 | 856 | 1 014 | 259 | 260 | 17 | 27 | −315 | −966 | 651 |
| 1977 1st qtr | 103.8 | 15 622 | 4 821 | 851 | 1 030 | 430 | 235 | 82 | 117 | −428 | −946 | 518 |
| 2nd qtr | 104.5 | 15 551 | 5 010 | 879 | 1 044 | 293 | 97 | 179 | 4 | −297 | −779 | 482 |
| 3rd qtr | 105.0 | 15 876 | 5 057 | 910 | 1 103 | −70 | −6 | −80 | −59 | 522 | −3 | 525 |
| 4th qtr | 106.5 | 15 905 | 5 073 | 932 | 1 149 | 325 | 116 | 85 | −33 | 501 | −16 | 517 |
| 1978 1st qtr | 105.9 | 16 296 | 5 151 | 923 | 1 162 | 291 | 38 | 81 | 62 | −341 | −596 | 255 |
| 2nd qtr | 108.4 | 16 487 | 5 161 | 963 | 1 173 | 280 | 272 | −62 | 128 | 146 | −173 | 319 |
| 3rd qtr | 109.2 | 16 858 | 5 147 | 981 | 1 161 | 302 | 175 | 45 | 54 | 51 | −367 | 418 |
| 4th qtr | 108.8 | 16 756 | 5 055 | 982 | 1 184 | 89 | 111 | −79 | 89 | 398 | −39 | 437 |
| 1979 1st qtr | | 16 944 pe | | | | | | | 87 | | | |
| % change last 2 qtrs on prev. 2 qtrs. | +1.7 | +1.1 | −1.1 | +4.1 | +0.4 | | | | | | | |
| on a year earlier | +3.1 | +4.7 | +0.7 | +6.6 | +4.1 | | | | | | | |

| | Industrial production | | Personal expenditure | | Prices and earnings | | | | | Labour (UK) | | | Visible trade (volume) | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total all industries | Total manufacturing industries | Retail sales | Cars: new registrations | Retail prices | | Wholesale prices: all manufacturing industry | | Average gross earnings of all employees (GB, all industries and services covered) | Unemployed excluding school leavers and adult students | | Unfilled vacancies for adults | Export | Import |
| | | | | monthly averages | | % increase on a year earlier | basic materials and fuel used | manufactured products: home sales | | mid-month count | % of total employees | mid-month count | On a balance of payment basis | |
| | at 1975 prices | | at 1971 prices | | (not seasonally adjusted) | | | | (old series) | | | | at 1975 prices | |
| Base of index £m in base year Series in | 1975 | 1975 | 1971 16,296 | thousands | Jan. 1974 | | 1975 | 1975 | Jan. 1970 | thousands | | thousands | 1975 19,463 | 1975 22,699 |
| 1973 | 109.5 | 108.3 | 110.3 | 137.1 | 93.5 | 9.1 | 58.8 | 66.7 | 152.1 | 611.0 | 2.6 | 307.0 | 97.7 | 108.8 |
| 1974 | 105.1 | 106.5 | 109.0 | 102.8 | 108.5 | 16.0 | 86.8 | 81.8 | 179.1 | 599.7[2] | 2.6[2] | 301.6[2] | 104.2 | 109.7 |
| 1975 | 100.0 | 100.0 | 106.7 | 97.2 | 134.8 | 24.2 | 100.0 | 100.0 | 226.6 | 929.1 | 3.9 | 148.0[2] | 100.0 | 100.0 |
| 1976 | 102.0 | 101.4 | 106.5 | 104.7 | 157.1 | 16.5 | 127.0 | 117 3 | 261.8 | 1 269.8[2] | 5.3[2] | 120.4[2] | 109.7 | 105.6 |
| 1977 | 105.8 | 102.8 | 103.6 | 107.1 | 182.0 | 15.8 | 145.6 | 140.5 | 288.5 | 1 378.1 | 5.8 | 155.6[2] | 118.9 | 107.2 |
| 1978 | 109.8 | 103.6 | 109.2 | 130.1 | 197.1 | 8.3 | 144.6 | 153.3 | 330.2 | 1 375.6 | 5.8 | 210.3 | 122.9 | 112.6 |
| 1977 1st qtr | 105.6 | 103.9 | 103.3 | 102 | 174.1 | 16.5 | 144.8 | 133.0 | 280.2 | 1 329.5 | 5.6 | .. | 115.9 | 108.8 |
| 2nd qtr | 105.5 | 102.4 | 102.4 | 104 | 181.9 | 17.4 | 148.8 | 139.6 | 284.4 | 1 340.6 | 5.6 | 157.7 | 117.7 | 110.6 |
| 3rd qtr | 106.2 | 103.0 | 104.2 | 110 | 184.7 | 16.5 | 146.5 | 143.8 | 289.1 | 1 414.6 | 5.9 | 151.9 | 124.6 | 107.3 |
| 4th qtr | 105.8 | 101.8 | 104.7 | 113 | 187.4 | 13.1 | 142.2 | 145.8 | 300.3 | 1 427.8 | 6.0 | 160.1 | 117.3 | 102.3 |
| 1978 1st qtr | 107.0 | 102.2 | 106.4 | 128 | 190.6 | 9.5 | 140.2 | 149.2 | 310.9 | 1 409.4 | 5.9 | 187.7 | 119.6 | 113.5 |
| 2nd qtr | 110.8 | 104.5 | 107.9 | 133 | 195.8 | 7.7 | 146.3 | 151.8 | 327.8 | 1 372.7 | 5.7 | 210.3 | 122.2 | 109.7 |
| 3rd qtr | 111.5 | 105.2 | 110.7 | 133 | 199.2 | 7.8 | 144.9 | 154.8 | 335.7 | 1 380.6 | 5.8 | 213.0 | 124.8 | 114.9 |
| 4th qtr | 109.8 | 102.6 | 111.7 | 127 | 202.6 | 8.1 | 147.1 | 157.3 | 346.4 | 1 339.7 | 5.6 | 230.3 | 124.8 | 112.3 |
| 1979 1st qtr | 108.2 p | 101.0 p | 110.3 | 131 | 208.9 | 9.6 | 152.1 p | 161.6 p | 356.1 p | 1 350.7 | 5.7 | 234.6 | | |
| 1978 Apr | 111.1 | 105.1 | 106.9 | 130 | 194.6 | 7.9 | 145.1 | 150.9 | 324.1 | 1 387.1 | 5.8 | 203.7 | 124.3 | 104.8 |
| May | 110.1 | 103.5 | 108.2 | 127 | 195.7 | 7.7 | 146.8 | 151.9 | 326.2 | 1 366.4 | 5.7 | 209.9 | 120.5 | 113.3 |
| Jun | 111.1 | 105.0 | 108.6 | 142 | 197.2 | 7.4 | 147.0 | 152.7 | 333.0 | 1 364.7 | 5.7 | 217.4 | 121.9 | 111.1 |
| Jul | 111.7 | 105.2 | 111.0 | 111 | 198.1 | 7.8 | 145.8 | 153.8 | 333.2 | 1 371.4 | 5.7 | 211.0 | 125.7 | 114.3 |
| Aug | 112.2 | 106.0 | 111.7 | 142 | 199.4 | 8.0 | 144.2 | 154.8 | 334.7 | 1 392.1 | 5.8 | 209.3 | 124.5 | 111.3 |
| Sep | 110.8 | 104.4 | 109.6 | 144 | 200.2 | 7.8 | 144.8 | 155.7 | 339.2 | 1 378.3 | 5.8 | 218.7 | 124.3 | 119.1 |
| Oct | 108.5 | 101.8 | 110.2 | 133 | 201.1 | 7.8 | 145.7 | 156.6 | 344.5 | 1 359.6 | 5.7 | 228.4 | 125.9 | 110.8 |
| Nov | 109.6 | 102.6 | 110.5 | 126 | 202.5 | 8.1 | 147.3 | 157.1 | 344.5 | 1 338.8 | 5.6 | 231.3 | 122.5 | 113.7 |
| Dec | 111.2 | 103.6 | 113.8 | 121 | 204.2 | 8.4 | 148.3 | 158.3 | 350.1 | 1 320.7 | 5.5 | 231.2 | 126.0 | 112.5 |
| 1979 Jan | 102.6 | 93.0 | 109.6 | 121 | 207.2 | 9.3 | 150.8 | 160.0 | 344.7 | 1 339.1 | 5.6 | 235.9 | 113.1 | 107.3 |
| Feb | 110.4 | 103.8 | 110.4 | 117 | 208.9 | 9.6 | 152.0 | 161.7 | 355.6 | 1 362.5 | 5.7 | 230.9 | | |
| Mar | 111.5 p | 106.2 p | 110.8 | 156 | 210.6 | 9.8 | 153.3 p | 163.1 p | 368.0 p | 1 350.4 | 5.7 | 237.0 | | |
| Apr | | | 114½ | | 214.2 | 10.1 | 157.6 p | 165.3 p | | 1 310.9 p | 5.5 | 249.7 p | | |
| % change latest 3 months | | | | | | | | | | | | | | |
| on prev. 3 months | −1.4 | −1.6 | +0.3 | +3.7 | +3.2 | | +3.7 | +3.1 | +2.8 | +0.6 | | +2.7 | −3½ | −2 |
| on a year earlier | +1.1 | −1.2 | +4.6 | +2.3 | +9.8 | | +8.7 | +8.9 | +14.5 | −4.1 | | +22.4 | +5 | +5½ |

p Provisional. e Estimate. pe Second preliminary estimate [1] Including figures published on or before 21 May 1979. [2] Average of available months.

**Inquiries:** 01-215 3453

# Overseas travel and tourism

## Change in method of compiling statistics

Two methodological changes are to be made to the calculations of estimates of the numbers and expenditure of UK and foreign tourists regularly published in *Trade and Industry*. Their effect on 1978 data will be to increase the estimated number of UK visits abroad and of foreign visits to the UK by about 5 per cent and 7½ per cent respectively, with the corresponding expenditure flows increased by 5½ and 7½ per cent. As a result the estimate of the surplus from tourism in the balance of payments accounts will be increased by £97 million. Revised estimates for 1978 and earlier years are given in the tables accompanying this note.

The estimates of tourist flows in to and out of the UK are built up from two sources of information. The first source is information provided by sea and airport authorities on the total flows of passengers. This is based on complete enumerations of arrivals and departures, but it does not yield information on the residence of the passengers, eg whether an arrival is a foreign visitor to the UK or a UK resident returning from abroad. This information comes from the second source, which is the International Passenger Survey (IPS). This is a sample survey of some 200 000 interviews per annum, designed so that a high proportion of tourist flow routes are sampled; the overall sampling fraction is currently around ½ per cent. Apart from the question of residence the survey is also used to ascertain the expenditures of tourists, needed for the balance of payments accounts, and information on lengths of stay, purposes of visit, and other details required for tourism policy and analysis. The combination of these two information sources, ie the grossing-up of the sample results in the light of the total flows, produces the tourism estimates.

There are, however, two major problems which emerge in the production of the estimates. One is that the total passenger flow at certain ports, and particularly London Heathrow airport, includes travellers who are neither UK tourists nor overseas visitors to the UK (eg some passengers in transit) and who therefore have to be excluded from the calculations. The second arises from the difficulty of establishing, in a limited number of cases in the sample survey, the resident country of the traveller. The significance of these problems has varied over time and some account has been taken of them in the estimates of tourism expenditure in the balance of payments accounts. It is now considered that comprehensive adjustments for these difficulties should be made to the gross level of tourist flows in order to yield a more accurate picture of tourism. Recent work on these problems now enables this to be done.

**Passenger movements at Heathrow airport**
For passengers travelling by sea and through the smaller airports, complete counts of passengers based on operators' loading sheets or manifests are available, and these are used as an imput in the tourism estimates. However, it is not possible to use similar counts, without adjustment, for the three terminals at Heathrow, because the data include travellers known as 'airside interliners'. These are passengers changing between international flights who do not pass through passport control and are thus not eligible to be counted as tourists into or from the UK. The numbers of these passengers are not recorded, but as it was known that these were substantial it was thought preferable to estimate the totals required (ie excluding airside interliners) from the sample survey itself. This is possible since the survey is based on pre-determined sampling intervals, eg 1 in 150 at Heathrow terminal 1, with allowances for traffic at unsampled hours.

Precise counting of passengers by visual means at various exit/entrance points at busy airports is not a simple matter and there has been a gradual accumulation of evidence which suggests a tendency, overall, to slightly underestimate the total passenger flows by a few per cent. As explained above, airside interliners are a main cause of the difference between the total passenger flow figures at Heathrow airport and the survey count of passengers who have cleared passport control, and their numbers are not known accurately; but results from a special official survey conducted in 1976 and from surveys by some airlines indicate that airside interliners are not the sole cause of the difference. A secondary source of evidence comes from Home Office figures of arrivals of foreign nationals, which also suggest a small undercounting by the IPS method. It has now been decided therefore that the population totals for grossing-up the IPS sample results should in future be based on the airport authorities' figures of flows, with deductions made for estimated airside interliners and other ineligible flows, eg airline staff. This change in method accounts for roughly one-half of the increase in the estimates of numbers and expenditure of UK and foreign tourists.

**Residence imbalance in the tourist flows**
This problem arises from difficulties, in a limited number of survey interviews, in establishing the resident status of the traveller. The consequences are manifested in the raw estimates derived from the IPS interviews which produce totals of foreign resident departures falling short of those for their arrivals, while UK resident departures exceed arrivals.

In order to estimate the respective tourist flows from the total passenger movement figures, it is necessary to establish whether travellers are UK or foreign residents. For example, an arrival may be either a UK resident returning from a visit abroad, or an overseas resident commencing a visit to the UK, and this can only be established by questioning each passenger selected for interview in the IPS sample. For the purposes of tourism, a resident of a country is defined as a person who has lived in that country continuously for 12 months or more. For about two-thirds of travellers this is a simple question to answer; they have lived for many years in the country from which they have arrived or are to depart to, they intend to go on living there, and they hold the passport of that country.

For the remainder, their personal circumstances, or perhaps their understanding of the question, may lead them to give an incorrect answer; they may be spending a good deal of time in more than one country, give undue weight to intentions, or confuse residence with nationality. Further, some 10 per cent of approaches in the pre-determined sample fail to establish an answer to the question of residence. To some extent, non-response appears to be associated with passengers' anticipation of a long interview; this is true for both the UK and foreign resident flows. But, additionally, language difficulties appear to contribute to the problem in that the mis-matching of foreign resident departures and arrivals is greater for travellers from countries such as Japan, Eastern Europe and the Middle East.

In case of non-response, the nationality, and

hence the assumed residence (ie UK or foreign) of the traveller, is either estimated by the survey interviewer or, alternatively, the residence mix of non-respondents has to be estimated from the mix of successful interviews at the port. But these methods fail to fully eliminate the element of bias, as regards residence, which appears to be present in the pattern of response, and is the cause of the differences between estimated totals of departures and arrivals, by UK and foreign residents, noted earlier. At times, and partly due to changes in the sampling design which have been made specifically with the bias problem in mind, it has appeared that the extent of bias was declining and could eventually become insignificant, but this hope has not been realised.

In recent years a limited uplift to allow for the imbalance problem had been applied to the total figures only of numbers and expenditure of foreign tourists since it was this flow which was the greater source of non-response; this adjustment corrected for the distortion to the net balance on tourism in the balance of payments accounts which the residence imbalance problem created. It has now been decided that as the imbalance problem has persisted and has increased in size recently the adjustments will be applied to both foreign and UK tourist flows, to allow for the measured extent of residence imbalance. The method of adjustment will be based on more closely equating the estimates of the totals of arrivals and departures of foreign tourists, by residence categories, and of UK tourists, allowing for the seasonal pattern of visits. In effecting this, a larger adjustment will be applied to the outward tourist flow, owing to the greater non-response arising there. The adjustments will, in future, also be applied to all the detailed figures as well as the totals. These adjustments will contribute the remaining one-half to the uplift in the total figures, though the contributions to the detailed figures will depend on the individual route and country concerned.

### Effects of the adjustments

Both adjustments have the effect of increasing the estimates of the numbers of UK tourists and of foreign visitors, though the increase in the latter figure is rather greater owing to the larger weight for the adjustment for non-response being allocated to this flow. Total expenditures and visitor nights resulting from each flow are also revised upwards by similar amounts, although in some cases the percentages show the differential effects of the adjustments to the detailed flows by country and mode of travel. For example, within the 'other areas' category of overseas visitors, Australians, who on average have a long stay but low spending rate, have been uplifted less than Japanese and Middle East residents, who average a short stay but have a high spending rate, and who showed the greater imbalance. Thus the expenditure for the area has increased more than numbers, but stay has increased less. Table 1 summarises the principal features of the changes for 1978.

Table 2 gives estimates of total numbers and expenditures on the revised basis for earlier years. These revised figures involve some element of summary estimation, owing to the great volume of work which would have been necessary if the calculations had been made from the very detailed records, but it is not thought that the estimates are materially affected by this abbreviation in the adjustment methods. The adjustments have not been carried back to years prior to 1970 owing to their relative insignificance in such years.

The results for the first quarter of 1979 and onwards, to be published in the Business Monitor MQ 6 and in *Trade and Industry*, will be computed on the new basis, and data for the period 1970-78 to be given in future monitors will be revised to the new basis. The adjustments will be kept under continuous review in the light of the raw data from the IPS, and will be amended if there are significant changes in the situation on airport flows or the residence imbalance in the survey.

Certain data on UK tourism is compiled separately from the IPS and is not affected by these changes, namely travel to and from the Irish Republic, the Channel Islands directly from abroad, and UK residents' ocean cruises. In the past these data were excluded from certain detailed tables in Business Monitors and elsewhere. However, the opportunity is being taken to incorporate this additional information in the quarterly monitors in a more consistent fashion, in that it will be included where relevant in all tables.

**Inquiries:** Department of Trade, Economic and Statistics Division 5B, Room 305, Cromwell House, Dean Stanley Street, London SW1, tel. 01-212 0616.

Table 1 **Changes to the results for 1978**

| | Overseas visitors | | | UK residents abroad | | | Balance of payments travel account (£m) | |
|---|---|---|---|---|---|---|---|---|
| | Former [1] | Revised | Per cent change | Former [1] | Revised | Per cent change | Former [1] | Revised |
| **Visits ('000)** | | | | | | | | |
| North America | 2 318 | 2 475 | 6.8 | 718 | 782 | 8.9 | | |
| EEC | 5 693 | 6 163 | 8.3 | 6 704 | 6 986 | 4.2 | | |
| Rest of western Europe | 1 566 | 1 660 | 6.0 | 4 103 [2] | 4 266 | 4.0 | | |
| Other areas | 2 143 | 2 309 | 7.7 | 1 335 [2] | 1 449 | 8.5 | | |
| Total | 11 720 | 12 607 | 7.6 | 12 861 | 13 484 | 4.8 | | |
| Air | 7 066 | 7 545 | 6.8 | 7 985 | 8 424 | 5.5 | | |
| Sea | 4 654 | 5 062 | 8.8 | 4 876 | 5 059 | 3.8 | | |
| **Expenditure (£ million)** | | | | | | | | |
| North America | 476 | 507 | 6.5 | 153 | 167 | 9.2 | +323 | +340 |
| EEC | 664 [2] | 715 | 7.7 | 538 [2] | 560 | 4.1 | +126 | +155 |
| Rest of western Europe | 313 | 334 | 6.7 | 524 | 544 | 3.8 | −211 | −210 |
| Other areas | 870 | 946 | 8.7 | 251 | 277 | 10.4 | +619 | +669 |
| Total | 2 323 | 2 502 | 7.7 | 1 466 | 1 548 | 5.6 | +857 | +954 |
| **Nights (millions)** | | | | | | | | |
| North America | 27.4 | 29.1 | 6.2 | 19.0 | 20.6 | 8.4 | | |
| EEC | 47.8 | 51.8 | 8.4 | 57.2 | 59.4 | 3.8 | | |
| Rest of western Europe | 17.9 | 19.2 | 7.3 | 53.8 [2] | 56.1 | 4.3 | | |
| Other areas | 45.7 | 48.4 | 5.9 | 37.8 [2] | 41.9 | 10.9 | | |
| Total | 138.8 | 148.5 | 7.0 | 167.8 [2] | 177.9 | 6.0 | | |

[1] Former refers to data as shown in the Business Monitor MQ 6 for fourth quarter 1978, except for the incorporation now of the following additional items which affect the entries above indicated by [2].

| | | | | |
|---|---|---|---|---|
| **Visits** | | | | |
| Rest of western Europe cruise | | 54 | | |
| Other areas cruise | | 47 | | |
| **Expenditure** | | | | |
| EEC-Channel Islands | 28 | 6 | 22 | |
| **Nights** | | | | |
| Rest of western Europe cruise | | 0.8 | | |
| Other areas cruise | | 0.7 | | |

Table 2 **Changes to the totals for 1971-78**

| | Overseas visitors former | | | Former balance of payments travel account (£ million) | Overseas visitors revised | | | Revised balance of payments travel account (£ million) |
|---|---|---|---|---|---|---|---|---|
| | Numbers ('000) | Expenditure (£ million) | Stay nights (million) | | Numbers ('000) | Expenditure (£ million) | Stay nights (million) | |
| 1970 | 6 692 | 432 | 100.1 | +50 | 6 692 | 432 | 100.1 | +50 |
| 1971 | 6 973 | 486 | 102.3 | +47 | 7 131 | 500 | 104.2 | +58 |
| 1972 | 7 167 | 546 | 104.8 | +19 | 7 459 | 576 | 108.8 | +41 |
| 1973 | 7 724 | 681 | 109.7 | −1 | 8 167 | 726 | 115.8 | +31 |
| 1974 | 7 953 | 837 | 110.9 | +154 | 8 543 | 898 | 119.2 | +195 |
| 1975 | 8 844 | 1 123 | 119.9 | +245 | 9 490 | 1 218 | 128.5 | +301 |
| 1976 | 10 071 | 1 633 | 125.3 | +627 | 10 808 | 1 768 | 134.2 | +700 |
| 1977 | 11 470 | 2 178 | 139.0 | +1 078 | 12 281 | 2 352 | 148.5 | +1 166 |
| 1978 | 11 720 | 2 323 | 138.8 | +857 | 12 607 | 2 502 | 148.5 | +954 |

| | UK residents former | | | UK residents revised | | |
|---|---|---|---|---|---|---|
| | Numbers ('000) | Expenditure (£ million) | Stay nights [1] (million) | Numbers ('000) | Expenditure (£ million) | Stay nights (million) |
| 1970 | 8 482 | 382 | 123.6 | 8 482 | 382 | 126.2 |
| 1971 | 9 426 | 439 | 130.8 | 9 497 | 442 | 134.2 |
| 1972 | 10 553 | 527 | 143.4 | 10 695 | 535 | 147.6 |
| 1973 | 11 522 | 682 | 157.0 | 11 740 | 695 | 162.5 |
| 1974 | 10 489 | 683 | 138.1 | 10 783 | 703 | 144.6 |
| 1975 | 11 607 | 878 | 157.0 | 11 992 | 917 | 164.6 |
| 1976 | 11 079 | 1 006 | 150.6 | 11 560 | 1 068 | 159.9 |
| 1977 | 10 941 | 1 100 | 145.7 | 11 525 | 1 186 | 156.7 |
| 1978 | 12 861 | 1 466 | 166 3 | 13 484 | 1 548 | 177.9 |

[1] As published, excludes cruise nights.

# Retail sales: provisional estimate for April

### Volume

The provisional estimate of the seasonally adjusted index of the volume of retail sales in April is 114½ (1971 = 100) suggesting a fairly strong recovery in trade from the first quarter level. The increase was strongest in non-food shops.

Because of the higher level of sales in April the volume of retail sales in the first four months of 1979 was about the same level as in the second half of 1978.

### Value

Based on non-seasonally adjusted data, the provisional estimate of the value of total sales in April was 14 per cent higher than in April 1978. In the first four months of 1979, the average value of sales was 13 per cent higher than in the corresponding period of 1978.

**Retail sales: volume and value**

| | Volume seasonally adjusted index (1971 = 100) | | Value not seasonally adjusted – percentage change compared with a year earlier |
|---|---|---|---|
| **1978** | | **1978** | |
| 1st qtr | 106.4 | 1st qtr | +13 |
| 2nd | 107.9 | 2nd | +15 |
| 3rd | 110.7 | 3rd | +14 |
| 4th | 111.7 | 4th | +14 |
| **1979** | | **1979** | |
| 1st qtr | 110.3 | 1st qtr | +13 |
| **1978** | | **1978** | |
| Jan | 105.3 | Jan | +12 |
| Feb | 106.7 | Feb | +13 |
| Mar | 107.2 | Mar | +15 |
| Apr | 106.9 | Apr | +16 |
| **1979** | | **1979** | |
| Jan | 109.6 | Jan | +13 |
| Feb | 110.4 | Feb | +12 |
| Mar | 110.8 | Mar | +13 |
| Apr | 114½ p | Apr | +14 p |

p Provisional.

### Notes

The volume index is given to the nearest half per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

Estimates are based on early returns to the monthly inquiry. These returns cover approaching one half, by turnover, of information available at the final stage. Over the last 12 months the average difference (ignoring sign) between provisional and final estimates was 0.5 per cent. However, as with all estimates based on partial data, caution must be exercised in interpreting a single month's figures.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

The seasonally adjusted series include, where appropriate, adjustments for the timing of holidays. For example, these adjustments include the effects of the Christmas and new year holidays and any annual 'sales' over this period. No adjustments are made to the non-seasonally adjusted data.

The final figures for April are due to be published in a press notice on Tuesday, 5 June.

**Inquiries:** Department of Trade, Economics and Statistics Division 6C, Room 351, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB, tel. 01-215 3705.

# Average earnings in March and basic rates of wages in April

Average earnings of employees in Great Britain are estimated to have risen by 14.6 per cent between March 1978 and March 1979. This estimate is based on the monthly index for the whole economy, covering in total about 21 million employees, which was introduced from January 1976. Recent figures are given in table 1.

Table 1 **Index of average earnings of employees in Great Britain**
Whole economy (new) series, not seasonally adjusted

| | Index Jan 1976 = 100 | Percentage increase over 12 months |
|---|---|---|
| **1978** | | |
| February | 122.7 | 10.5 |
| March | 125.0 | 10.4 |
| April | 127.2 | 12.4 |
| May | 129.4 | 12.6 |
| June | 133.1 | 15.4 |
| July | 133.6 | 14.2 |
| August | 131.7 | 13.9 |
| September | 134.2 | 15.1 |
| October | 135.2 | 14.7 |
| November | 136.1 | 13.3 |
| December | 138.0 | 13.3 |
| **1979** | | |
| January | 135.7 | 11.7 |
| February | 141.1 | 15.0 |
| March p | 143.4 | 14.6 |

p Provisional.

In the production and certain other [1] industries, employing in total about 11 million employees, and covered by the older series index introduced from January 1963, earnings increased by about 17.0 per cent over the 12 months to March. Figures are given in table 2.

Table 2 **Index of average earnings in production industries and some services** [1]
Older series

| | | Seasonally adjusted | | |
|---|---|---|---|---|
| | Index January 1970 = 100 | Index January 1970 = 100 | Percentage increase over previous month | Percentage increase over previous 12 months |
| **1978** | | | | |
| August | 332.8 | 334.7 | 0.4 | 15.9 |
| September | 339.6 | 339.2 | 1.4 | 16.2 |
| October | 345.6 | 344.5 | 1.5 | 16.5 |
| November | 347.9 | 344.5 | 0.0 | 14.4 |
| December | 351.2 | 350.1 | 1.6 | 15.1 |
| **1979** | | | | |
| January | 344.4 | 344.7 | −1.6 | 12.4 |
| February | 354.9 | 355.6 | 3.2 | 14.1 |
| March p | 371.3 | 363.0 | 3.5 | 17.0 |

p Provisional.
[1] Transport and communication (other than sea transport and postal services) and some miscellaneous services.

### Indices of basic rates of wages

At the end of April 1979, nationally-negotiated basic weekly rates of wages of manual workers were on average 10.6 per cent higher than a year earlier. During April, the index of basic weekly rates increased from 284.8 to 285.8.

The indices only take account of changes in nationally-negotiated rates. The year-on-year increases up to March consequently reflect that national rates for engineering workers remained unchanged from February 1976 until April 1978. No national settlements for these workers has yet been agreed in 1979.

Table 3 **Indices of basic rates of wages**

| | Indices, 31 July 1972 = 100 | | Percentage increase over previous 12 months | |
|---|---|---|---|---|
| | Basic weekly rates | Basic hourly rates | Basic weekly rates | Basic hourly rates |
| **1978** | | | | |
| 30 November | 272.7 | 274.4 | 18.0 | 18.0 |
| 31 December | 274.8 | 276.5 | 18.0 | 18.0 |
| **1979** | | | | |
| 31 January | 282.3 | 284.1 | 19.3 | 19.3 |
| 28 February | 284.4 | 286.5 | 19.6 | 19.7 |
| 31 March | 284.8 | 286.8 | 19.3 | 19.4 |
| 30 April | 285.8 | 287.9 | 10.6 | 10.7 |

**Inquiries:** Department of Employment, Orphanage Road, Watford, Herts WD1 1PJ, tel. Watford 28500 ext. 319.

# Release dates of economic statistics to be published in June 1979

This notice is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in June 1979. The dates are those which departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Some of the regular series will continue to be affected by the results of earlier industrial action. Further inquiries about individual series should be addressed to the source named.

| Publication date and series | Method of release | Source |
|---|---|---|
| **June** | | |
| **4 Mon** | | |
| UK official reserves (May) | PN | Treasury |
| CBI monthly trends inquiry (May) | PN | CBI |


## Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

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| | | |
|---|---|---|
| Investment intentions of the manufacturing, distributive and services industries (1979 and 1980) | PN | Department of Industry |
| Capital issues and redemptions (during the month of May) | PN | Bank of England |
| **5 Tues** | | |
| Retail sales (Apr-final) | PN | Department of Trade |
| Hire purchase and other instalment credit business (Apr) | PN | Department of Trade |
| London clearing banks' monthly statement (mid-May) | PN | CLCB |
| UK banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-May) | PN | Bank of England |
| **6 Wed** | | |
| United Kingdom balance of payments (1st qtr) | PN | CSO |
| **7 Thurs** | | |
| Housing starts and completions (Apr) | PN | Department of the Environment |
| Provisional figures of vehicle production (May) | PN | Department of Industry |
| Survey of short-term export prospects (to the end of 1979) | PN | Department of Trade |
| **8 Fri** | | |
| Company liquidity survey (1st qtr) | *Trade and Industry* | Department of Industry |
| **11 Mon** | | |
| Retail sales (May – prov) | PN | Department of Trade |
| Wholesale price index numbers (May – prov) | PN | Department of Industry |
| Central government transactions (including borrowing requirement) (May) | PN | Treasury |
| **12 Tues** | | |
| Building societies' receipts and loans (May) | PN | BSA |
| **14 Thurs** | | |
| Balance of payments current account and overseas trade figures (May) | PN | Department of Trade/ CSO |
| UK banking sector statistics (1st qtr) | *Bulletin* | Bank of England |
| Financing of the central government borrowing requirement (1st qtr) | *Bulletin* | Bank of England |
| Money stock (1st qtr) | *Bulletin* | Bank of England |
| UK banks' assets and liabilities and the money stock (mid-May) | PN | Bank of England |
| London dollar and sterling certificates of deposit (mid-May) | PN | Bank of England |
| **15 Fri** | | |
| Retail prices index (May) | PN | Department of Employment |
| Index of industrial production (Apr – prov) | PN | CSO |
| Usable steel production (May) | PN | BSC/BISPA |
| **17 Mon** | | |
| Department for National Savings' monthly progress report (May) | PN | Department for National Savings |
| **19 Tues** | | |
| Cyclical indicators for the UK economy (May) | PN | CSO |
| **20 Wed** | | |
| Gross domestic product (1st qtr – prov) | PN | CSO |
| Basic rates of wages and normal weekly hours (May) | PN | Department of Employment |
| Monthly index of average earnings (Apr) | PN | Department of Employment |
| **21 Thurs** | | |
| Car and commercial vehicle production (May – final) | PN | Department of Industry |
| Bricks and cement production (May) | PN | Department of the Environment |
| **22 Fri** | | |
| Sales and orders in the engineering industries (Mar) | *Trade and Industry* | Department of Industry |
| New vehicle registrations (May) | PN | Department of Transport |
| **25 Mon** | | |
| National food survey report on consumption (1st qtr) | PN | MAFF |
| Quarterly analysis of bank advances (mid-May) | PN | Bank of England |
| **26 Thurs** | | |
| Unemployment (Jun – prov) | PN | Department of Employment |
| Unfilled vacancies (Jun – prov) | PN | Department of Employment |
| **28 Thurs** | | |
| Unemployment (May – final) | *Gazette* | Department of Employment |
| Employment in the production industries (Apr) | *Gazette* | Department of Employment |
| Overtime and short-time working in manufacturing industries (Apr) | *Gazette* | Department of Employment |
| Stoppages of work due to industrial disputes (May) | *Gazette* | Department of Employment |
| Capital expenditure by the manufacturing, distributive and service industries (1st qtr – rev) | PN | Department of Industry |
| Manufacturers' and distributors' stocks (1st qtr – rev) | PN | Department of Industry |
| Energy trends | PN | Department of Energy |

PN Press notice.

# Price Commission index: April

The rise in the Price Commission index over the six months to April was 12.9 per cent expressed as an annual rate. The corresponding figure for March was 12.0 per cent.

Over the 12 months to April the index rose by 8.7 per cent, compared with a rise of 8.1 per cent in the 12 months to March.

As a result of the government's proposal to wind up the Price Commission this is the final index.

**Percentage changes over six-month periods in Price Commission index, retail prices index and wholesale price index: annualised rates**

| Six months to | Price Commission index | Retail prices index [1] | Wholesale price index [2] |
|---|---|---|---|
| **1976** | | | |
| July | 12.6 | 12.9 | 15.6 |
| August | 12.4 | 13.2 | 16.8 |
| September | 13.5 | 14.5 | 18.2 |
| October | 16.9 | 14.4 | 18.5 |
| November | 19.3 | 14.2 | 20.1 |
| December | 18.2 | 15.2 | 20.3 |
| **1977** | | | |
| January | 18.2 | 18.0 | 25.2 |
| February | 19.0 | 18.4 | 24.5 |
| March | 20.8 | 18.7 | 23.4 |
| April | 17.4 | 19.7 | 25.2 |
| May | 16.1 | 20.0 | 23.7 |
| June | 15.0 | 19.6 | 24.0 |
| July | 14.3 | 15.6 | 18.6 |
| August | 11.5 | 14.9 | 16.7 |
| September | 7.8 | 14.1 | 15.6 |
| October | 7.3 | 9.9 | 11.7 |
| November | 5.8 | 8.7 | 8.6 |
| December | 6.0 | 7.4 | 7.1 |
| **1978** | | | |
| January | 5.9 | 7.2 | 7.2 |
| February | 7.2 | 7.2 | 7.7 |
| March | 7.5 | 6.8 | 7.9 |
| April | 7.2 | 8.4 | 7.9 |
| May | 6.8 | 8.6 | 8.7 |
| June | 6.1 | 8.9 | 8.9 |
| July | 5.9 | 9.1 | 7.6 |
| August | 4.5 | 9.6 | 7.6 |
| September | 4.3 | 9.6 | 7.7 |
| October | 4.7 | 7.7 | 7.7 |
| November | 4.9 | 8.0 | 7.0 |
| December | 5.7 | 8.2 | 7.5 |
| **1979** | | | |
| January | 8.7 | 8.8 | 8.2 |
| February | 10.0 | 8.9 | 9.1 |
| March | 12.0 | 9.3 | 9.7 |
| April | 12.9 p | 12.3 | 11.4 |

[1] Excluding seasonal foods. [2] Manufactured products.
p Provisional.

# Domestic furniture: deliveries and orders in March

Domestic furniture deliveries for March are provisionally estimated at £94.0 million (at current prices), which gives a seasonally adjusted index of deliveries for the month of 110. The average for the latest three months, January to March, is 105 which is 1.1 per cent lower than the revised figures for the previous three months, October to December, and 0.4 per cent higher than the figure for the same period in 1978.

The index of orders-on-hand, on a seasonally adjusted basis, yields a provisional figure of 74 for March. The average for the three months January to March, is 78 which is a fall of 7.2 per cent from the revised figure for the previous three months, but is 12.0 per cent higher than the corresponding period last year.

**Inquiries:** Departments of Industry and Trade, Economics and Statistics Division 3B, Room 107, Dean Bradley House, 52 Horseferry Road, London SW1, tel. 01-212 8662.

## Note

The indices are given on 1975 constant price basis, with 1975 = 100. When price increases are large, the problems associated with revaluation to constant prices become more acute. Thus relative accuracy with which volume changes have been measured is likely to have been reduced in times of high inflation.

| | Domestic-furniture | Deliveries £m current values | Index of deliveries (1975 = 100) Unadjusted | Index of deliveries (1975 = 100) Seasonally adjusted | Index of orders on hand (end of month or centred average 1975 = 100) Unadjusted | Index of orders on hand (end of month or centred average 1975 = 100) Seasonally adjusted |
|---|---|---|---|---|---|---|
| 1974 | 430.7 | | | 88 | | 92 |
| 1975 | 578.9 | | | 100 | | 100 |
| 1976 | 660.2 | | | 102 | | 84 |
| 1977 | 751.7 r | | | 100 | | 70 |
| 1978 | 909.5 r | | | 108 r | | 75 |
| **1977** | | | | | | |
| 4th qtr | 218.5 r | 110 | 102 | | 69 | 67 |
| **1978** | | | | | | |
| 1st qtr | 221.3 r | 108 | 105 r | | 75 | 70 |
| 2nd | 226.2 r | 109 r | 112 | | 68 | 70 |
| 3rd | 212.9 r | 99 r | 112 r | | 71 | 76 |
| 4th | 249.1 r | 114 r | 106 r | | 87 | 84 r |
| **1979** | | | | | | |
| 1st qtr | 255.1 p | 112 p | 105 p | | 84 p | 78 p |
| **1977** | | | | | | |
| Oct | 73.4 r | 112 r | 101 | | 66 | 66 |
| Nov | 79.1 r | 120 r | 101 | | 74 | 69 |
| Dec | 65.9 r | 99 r | 105 r | | 68 | 65 |
| **1978** | | | | | | |
| Jan | 70.6 r | 104 | 102 | | 78 | 72 |
| Feb | 72.9 r | 106 | 104 | | 77 | 70 |
| Mar | 77.8 r | 113 | 107 | | 71 | 69 |
| Apr | 76.7 r | 111 r | 113 | | 70 | 72 |
| May | 73.2 | 105 | 109 | | 66 | 70 |
| Jun | 76.4 r | 110 | 113 | | 61 | 68 |
| Jul | 58.9 r | 83 r | 109 r | | 66 | 73 |
| Aug | 68.4 r | 95 r | 113 r | | 76 r | 80 |
| Sep | 85.7 r | 119 r | 113 r | | 81 | 83 |
| Oct | 85.2 r | 118 r | 102 r | | 84 | 83 r |
| Nov | 91.0 r | 125 r | 106 r | | 92 | 86 |
| Dec | 72.9 r | 100 r | 111 r | | 88 r | 85 |
| **1979** | | | | | | |
| Jan | 78.3 r | 105 r | 98 r | | 88 | 81 |
| Feb | 82.9 r | 108 r | 106 r | | 83 | 75 |
| Mar | 94.0 p | 122 p | 110 p | | 76 p | 74 p |
| **Averages** | | | | | | |
| Oct-Dec 1978 | | | | 106 | | 84 |
| Jan-Mar 1979 | | | | 105 | | 78 |
| Percentage change | | | | −1.1 | | −7.2 |
| Jan-Mar 1978 | | | | 105 | | 70 |
| Jan-Mar 1979 | | | | 105 | | 78 |
| Percentage change | | | | +0.4 | | +12.0 |

r Revised. p Provisional.

Publications and opinions expressed on this page do not necessarily reflect the views of the government. Inquiries and submissions for review should be sent to *Trade and Industry*, New Publications Page, Room LG 17A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4136.

# Wholesale textile houses: sales and stocks in March

Table 1 **Textiles: wholesale sales and stocks**

Index numbers and percentage increase compared with a year earlier 1950 = 100

| | Value of home sales | | Value of stocks end period | |
|---|---|---|---|---|
| 1966 | 110 | −3 | .. | .. |
| 1967 | 104 | −5 | .. | .. |
| 1968 | 108 | 4 | .. | .. |
| 1969 | 103 | −5 | .. | .. |
| 1970 | 107 | 4 | .. | .. |
| 1971 | 115 | 8 | .. | .. |
| 1972 | 121 | 5 | .. | .. |
| 1973 | 134 | 11 | .. | .. |
| 1974 | 147 | 9 | .. | .. |
| 1975 | 147 | 1 | .. | .. |
| 1976 | 146 | −1 | .. | .. |
| 1977 | 149 | 2 | .. | .. |
| 1978 | 164 | 10 | .. | .. |
| **1977** 1st quarter | 140 | 5 | 252 | 7 |
| 2nd quarter | 125 | −2 | 224 | 6 |
| 3rd quarter | 153 | 3 | 214 | 5 |
| 4th quarter | 180 | 2 | 228 | — |
| **1978** 1st quarter | 144 | 3 | 234 | −7 |
| 2nd quarter | 141 | 13 | 222 | −1 |
| 3rd quarter | 179 | 17 | 234 | 10 |
| 4th quarter | 192 | 7 | 275 | 20 |
| **1979** 1st quarter | 157 | 9 | 280 | 20 |
| **1978** March | 191 | 3 | 234 | −7 |
| April | 138 | −1 | 211 | −8 |
| May | 148 | 15 | 231 | −4 |
| June | 138 | 28 | 222 | −1 |
| July | 133 | 12 | 240 | 1 |
| August | 183 | 29 | 239 | 5 |
| September | 221 | 11 | 234 | 10 |
| October | 230 | 15 | 233 | 10 |
| November | 184 | 13 | 277 | 13 |
| December | 161 | −8 | 275 | 20 |
| **1979** January | 98 | 8 | 247 | 16 |
| February | 157 | 5 | 256 | 14 |
| March | 216 | 13 | 280 | 20 |

Table 2 **Analysis by department**

Percentage increase compared with a year earlier

| | Sales | | Stocks [2] |
|---|---|---|---|
| | Mar 1979 | Jan–Mar 1979 | Mar 1979 |
| Women's knitted outerwear, blouses and skirts | 47 | 27 | 15 |
| Women's coats, costumes, furs and raincoats | 34 | 21 | 28 |
| Women's underwear | −10 | −3 | 22 |
| Women's hose and children's socks | −20 | 2 | 30 |
| Haberdashery, ribbons and wool | −9 | 5 | 3 |
| Children's wear | −1 | −9 | −11 |
| Men's and boys' ready made clothing and overalls | 10 | 9 | 28 |
| Gloves | −8 | 8 | −16 |
| Piece-goods and nets | −52 | −39 | 31 |
| Household textiles | −9 | 7 | 26 |
| Floor coverings, furniture and hardware | 17 | 10 | 22 |
| Boots and shoes | 8 | 23 | 5 |
| Total [1] | 13 | 9 | 20 |

[1] Including some items not included among the sub-headings.
[2] Values at cost.

## ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL, tel. 01-606 6699.

Sales by wholesale textile houses in March showed an increase of 13 per cent on a year earlier, compared with an increase of 8 per cent in January and an increase of 5 per cent in February.

The value of stocks at the end of March showed an increase of 20 per cent compared with the same period last year.

**Inquiries:** These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, Textile Distributors' Association, 3 Berners Street, London W1P 4JP, tel. 01-580 2902.

# Cotton industry: production in March

Statistics issued by the Textile Statistics Bureau show that in March 1979 the amount of cloth woven was 6 per cent higher than in March 1978. Production of single yarn increased by 6 per cent and doubled yarn remained at the same level.

**Inquiries:** 01-212 0017 or 6474.

**Production in the cotton industry**

Annual totals and weekly averages

| | Single yarn [1] | | Doubled yarn | | Woven cloth | |
|---|---|---|---|---|---|---|
| | Cotton yarn [2] | Spun man-made yarns and mixture yarn, inc. waste | Cotton yarn | Other | Cotton | Man-made fibre and mixtures |
| | million kg | | | | million m | |
| 1968 | 171.2 | 67.5 | 49.9 | 52.0 | 668.2 | 507.3 |
| 1969 | 166.2 | 73.2 | 46.8 | 60.9 | 661.5 | 538.1 |
| 1970 | 158.7 | 77.4 | 43.2 | 57.3 | 627.6 | 484.3 |
| 1971 | 133.0 | 83.3 | | 85.0 | 559 : | 479.8 |
| 1972 | 121.4 | 81.7 | | 75.4 | 513.0 | 469.8 |
| 1973 | 115.4 | 92.5 | | 82.1 | 453.2 | 502.3 |
| 1974 | 101.3 | 87.7 | | 74.7 | 409.5 | 505.3 |
| 1975 | 94.4 | 76.4 | | 68.4 | 405.4 | 503.0 |
| 1976 | 106.9 | 76.1 | | 69.4 | 374.5 | 492.9 |
| 1977 | 98.1 | 77.6 | | 69.8 | 368.3 | 497.5 |
| 1978 | 91.3 | 75.8 | | 60.6 | 380.0 | 458.4 |
| **1978** | | | | | | |
| Jan | 2.0 | 1.5 | | 1.3 | 7.7 | 10.0 |
| Feb | 2.0 | 1.6 | | 1.3 | 8.0 | 10.0 |
| Mar [3] | 1.6 | 1.2 | | 1.1 | 6.8 | 8.2 |
| Apr | 2.0 | 1.6 | | 1.3 | 8.2 | 9.4 |
| May [3] | 1.8 | 1.6 | | 1.2 | 7.5 | 8.7 |
| Jun | 1.4 | 1.3 | | 1.0 | 8.2 | 8.8 |
| July | 1.6 | 1.3 | | 1.1 | 4.6 | 6.6 |
| August [3] | 1.8 | 1.6 | | 1.2 | 7.9 | 8.6 |
| Sep | 1.5 | 1.3 | | 1.0 | 6.5 | 8.2 |
| Oct | 1.9 | 1.7 | | 1.3 | 8.0 | 10.0 |
| Nov [3] | 2.0 | 1.7 | | 1.3 | 8.0 | 9.7 |
| Dec | 1.4 | 1.2 | | 1.0 | 5.9 | 7.6 |
| **1979** | | | | | | |
| Jan [3] | 1.8 | 1.4 | | 1.1 | 7.5 | 9.3 |
| Feb | 2.0 | 1.5 | | 1.3 | 8.0 | 10.2 |
| Mar | 2.0 | 1.6 | | 1.3 | 8.2 | 10.4 |

[1] Spun in cotton industry. [2] Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. [3] Average of five weeks.

# Carpet industry sales in February

The daily rate of carpet manufacturers' sales by value in February 1979 at current prices was provisionally estimated to have been 17 per cent more than in February 1978 assuming 20 working days in February 1979 and 20 working days in February 1978. In the three months ended February 1979 the daily rate of manufacturers' sales was provisionally estimated to have been 1 per cent more than in the corresponding period 12 months ago assuming 61 working days in both periods. The index numbers which are of manufacturers' sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors. The wholesale price index of carpets is shown as a guide to the movement in prices.

**Inquiries:** 01-212 0017.

**Index of carpet manufacturers' sales**

1975 = 100

| | Index of manufacturers' sales at current prices | Wholesale price index |
|---|---|---|
| 1974 | 89 | 86.7 |
| 1975 | 100 | 100.0 |
| 1976 | 114 | 115.7 |
| 1977 | 127 | 134.7 |
| 1978 | 142 | 149.7 |
| **1977** | | |
| 4th | 145 | 139.2 |
| **1978** | | |
| 1st qtr | 134 | 145.8 |
| 2nd | 139 | 147.0 |
| 3rd | 135 | 151.7 |
| 4th | 159 | 154.3 |
| **1977** | | |
| November | 147 | 139.0 |
| December | 142 | 139.5 |
| **1978** | | |
| January | 125 | 144.2 |
| February | 133 | 146.6 |
| November | 159 | 154.3 |
| December | 159 | 154.4 |
| **1979** | | |
| January | 91 | 156.5 |
| February | 155 | 160.1 |

# Patents recorded 'licences of right'

Under section 46 of the Patents Act 1977 the register was noted 'licences of right' in respect of the following patents on the date specified:

**30 April 1979**

**1294417 Nissan Motor Co Ltd**
Liquid-level alarm system
**1301766 Nissan Motor Co Ltd**
Motor vehicle safety device
**1305335 Nissan Motor Co Ltd**
A rotary regnerator or matrix for a gas turbine engine
**1310786 Nissan Motor Co Ltd**
Fuel supply control device
**1314470 Nissan Motor Co Ltd**
Vehicle body construction
**1330375 Nissan Motor Co Ltd**
Rotary heat-accumulative regenerator for gas turbine engines
**1331385 Nissan Motor Co Ltd**
A drive assembly for a rotary regenerator
**1333274 Nissan Motor Co Ltd**
A counter-flow rotary regenerator for a gas turbine
**1333279 Nissan Motor Co Ltd**
Pressurized gas supply unit for an automotive safety device

**1335134 Nissan Motor Co Ltd**
Combustion apparatus of a gas turbine engine
**1336223 Nissan Motor Co Ltd**
A decelerometer for sensing deceleration of a vehicle
**1337038 Nissan Motor Co Ltd**
Line pressure regulating system for automatic power transmission
**1337772 Nissan Motor Co Ltd**
Automatic power transmission control system
**1338814 Nissan Motor Co Ltd**
Motor vehicle safety device
**1340549 Nissan Motor Co Ltd**
An inflatable protector bag for protecting an occupant of a motor vehicle in a collision
**1342995 Nissan Motor Co Ltd**
Deceleration sensor using an electrically conductive liquid
**1344150 Nissan Motor Co Ltd**
Electronic control system for an automatic power transmission
**1346159 Nissan Motor Co Ltd**
Air-pollution preventative system
**1347157 Nissan Motor Co Ltd**
A door structure of a vehicle body
**1349017 Nissan Motor Co Ltd**
After-burning system for an internal combustion engine
**1350004 Nissan Motor Co Ltd**
Hydraulic shift valve for an automotive automatic power transmission
**1350308 Nissan Motor Co Ltd**
Timing valve for an automatic power transmission
**1350945 Nissan Motor Co Ltd**
Vehicle body
**1353853 Nissan Motor Co Ltd**
A method of preparing a ceramics structure
**1354752 Nissan Motor Co Ltd**
Catalytic converter for engine exhaust systems
**1356178 Nissan Motor Co Ltd**
Motor vehicle safety device
**1357931 Nissan Motor Co Ltd**
Seals in a gas turbine engine rotary regenerator
**1357932 Nissan Motor Co Ltd**
Seals in a rotary regenerator for a gas turbine engine
**1361649 Nissan Motor Co Ltd**
Friction clutch
**1362050 Nissan Motor Co Ltd**
Kickdown unit for an automotive automatic power transmission
**1362672 Nissan Motor Co Ltd**
Vehicular safety device
**1362808 Nissan Motor Co Ltd**
Fuel injection system incorporating shift shock preventing device
**1364897 Nissan Motor Co Ltd**
An internal combustion engine with an exhaust gas afterburning system
**1367132 Nissan Motor Co Ltd**
Vehicular safety device
**1367153 Nissan Motor Co Ltd**
Power transmission system
**1368304 Nissan Motor Co Ltd**
Friction-engaging device
**1368787 Nissan Motor Co Ltd**
Synchronizing mechanism for a power transmission
**1370441 Nissan Motor Co Ltd**
Vehicle safety device
**1370820 Nissan Motor Co Ltd**
Hydrostatic power transmission system
**1371499 Nissan Motor Co Ltd**
A time division multichannel on-off signal transmission system
**1371500 Nissan Motor Co Ltd**
A time division multichannel on-off signal transmission system
**1372085 Nissan Motor Co Ltd**
Let-off motion in a loom
**1372394 Nissan Motor Co Ltd**
Time division multiplex transmission system
**1374615 Nissan Motor Co Ltd**
Rotary positive displacement machines
**1376147 Nissan Motor Co Ltd**
A system and method for minimising nitrogen oxide emission by a gas turbine engine
**1379606 Nissan Motor Co Ltd**
Power-assisted steering system
**1381332 Nissan Motor Co Ltd**
Dry-disc friction clutch
**1387638 Nissan Motor Co Ltd**
Turbine blade cooling
**1387639 Nissan Motor Co Ltd**
Turbine blade cooling
**1388743 Nissan Motor Co Ltd**
Sealing arrangement for vehicle body construction
**1067900 Consolidation Coal Company**
High purity 2,6-xylenol
**1230024 Consolidation Coal Company**
A process for the preparation of meta-, para-cresol mixtures with high meta to para ratio
**1274889 Consolidation Coal Company**
Pure 2,3,6-trimethylphenol
**1274890 Consolidation Coal Company**
Caustic refining of 2,3,6-trimethylphenol
**1402399 Standard Telephones and Cables Ltd**
Improvements in or relating to telephone exchange circuits
**1487371 Standard Telephones and Cables Ltd**
Improvements in or relating to optical fibre manufacture
**1119436 Durastic Ltd**
Mastic asphalt mixes
**1377264 EMI Electrola Gesselischaft mit Beschrankter Haftung**
Improvements in or relating to machines for loading articles into bags
**1500716 Alec John Francis**
Improvements relating to rotatable buildings

**1 May 1979**
**1000530 Ford Motor Co Ltd**
Alternator
**1300031 Ford Motor Co Ltd**
Lens
**1451750 Ford Motor Co Ltd**
Method of cutting glass
**1455555 Ford Motor Co Ltd**
Rotary internal combustion engine
**1458497 Ford Motor Co Ltd**
Multi-rotor rotary internal combustion engine
**1458498 Ford Motor Co Ltd**
Method of assembling a rotary internal combustion engine
**1459083 Ford Motor Co Ltd**
Strain gage transducer
**1460880 Ford Motor Co Ltd**
A power operated window regulator mechanism
**1461545 Ford Motor Co Ltd**
Air-conditioning system
**1461756 Ford Motor Co Ltd**
Cooling curve computer
**1461987 Ford Motor Co Ltd**
Sealing strip
**1464219 Ford Motor Co Ltd**
A vehicle window control system
**1464220 Ford Motor Co Ltd**
Window regulator mechanism
**1464221 Ford Motor Co Ltd**
Improvements in or relating to disc brakes
**1464709 Ford Motor Co Ltd**
Electromagnetically controlled seat belt retractor mechanism
**1464710 Ford Motor Co Ltd**
Seat belt system having circuit for controlling a seat belt retractor
**1465445 Ford Motor Co Ltd**
Rack and pinion power steering gear
**1469382 Ford Motor Co Ltd**
Critical liquid-level warning circuit
**1471826 Ford Motor Co Ltd**
Brake valve for a motor vehicle brake system
**1474336 Ford Motor Co Ltd**
A run-flat pneumatic tyre and wheel assembly
**1474644 Ford Motor Co Ltd**
Fan blade and root assembly
**1475038 Ford Motor Co Ltd**
Seal lubrication arrangements in rotary engines
**1475039 Ford Motor Co Ltd**
Rotary internal combustion engine
**1475948 Ford Motor Co Ltd**
Apparatus for stretching a continuous length of material
**1476846 Ford Motor Co Ltd**
Rotary internal combustion engine
**1476897 Ford Motor Co Ltd**
Cooling system in a rotary engine
**1477437 Ford Motor Co Ltd**
An internal combustion engine carburettor having power valve control apparatus
**1478085 Ford Motor Co Ltd**
Brake valve for a motor vehicle brake system
**1480163 Ford Motor Co Ltd**
Hot exhaust gas recirculating system for a stirling engine
**1484647 Ford Motor Co Ltd**
Heater head assembly for a hot gas engine
**1484648 Ford Motor Co Ltd**
A method of manufacturing a heater head assembly for a hot gas engine
**1487151 Ford Motor Co Ltd**
Stirling engines
**1488449 Ford Motor Co Ltd**
Apparatus for supplying fuel to a combustion engine
**1491127 Ford Motor Co Ltd**
An internal combustion engine and method for reducing exhaust emissions from internal combustion
**1491607 Ford Motor Co Ltd**
Ruthenium – containing catalyst
**1518381 Francis Edward Tattam**
Internal load supporting means for containers
**1528091 Francis Edward Tattam**
Erecting boxes or cases
**1531555 Francis Edward Tattam**
A box
**1529868 Licentia Patent-Verwaltungs GmbH**
X-ray apparatus
**1529882 Alan Pearcey**
The combination of a wall mounted holder and receptacle
**1533555 Agfa-Gevaert**
Dimensionally stable polyester film supports

Any person who claims that the proprietor of the patent is, and was at the time of entry, precluded by a contract in which the claimant is interested from granting licences under the patent may, within three months after the making of the relevant entry, apply to the Comptroller on patents form 31/77 for cancellation of the entry.

I. J. G. Davis, Comptroller

## 'Licences of right' cancellation

Under section 36 of the Patents Act 1949, notice is hereby given that the endorsement 'licences of right' upon the undermentioned patent was cancelled on 30 April 1979:

**1156965 Duraflex Housecrafts Ltd**
Improvements in draught excluders for doors


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## New companies registered in Northern Ireland in March

The number of companies registered in Northern Ireland in March and nominal capital are as follows:

| | Mar 1979 | Jan to Mar 1979 | Mar 1978 |
|---|---|---|---|
| Public companies limited by shares | — | 1 | — |
| Private companies limited by shares | 99 | 199 | 58 |
| Private unlimited companies | — | 1 | — |
| Public companies limited by guarantee not having a share capital | — | — | 1 |
| Private companies limited by guarantee not having a share capital | — | — | 6 |
| Private companies limited by guarantee having a share capital | 1 | 1 | — |
| Total nominal capital of companies incorporated | £5 395 235 | £11 491 272 45 | £2 308 200 |

**Amendments to information previously supplied**

**January 1979**
39 private companies limited by shares
Total nominal capital of companies incorporated £3,327,206

## Catering trades' turnover in the first quarter 1979

Catering turnover, at current prices and after seasonal adjustment, was 2 per cent higher in the first quarter of 1979 compared with the fourth quarter of 1978.

Recent percentage increases compared with corresponding quarter a year earlier (at current prices but not seasonally adjusted) for the main kinds of business are:

Compared with the first quarter of 1978, catering turnover in the first quarter of 1979 increased by 10 per cent overall; the increases recorded for each kind of business were: licensed hotels and holiday camps 18 per cent; restaurants, cafes and fish and chip shops 11 per cent; public houses 7 per cent and canteens 14 per cent.

| | All caterers | Licensed hotels and holiday camps | Restaurants, cafes and fish and chip shops | Public houses | Canteens |
|---|---|---|---|---|---|
| **1978** | | | | | |
| 1st qtr | 12 | 17 | 10 | 12 | 7 |
| 2nd | 12 | 17 | 12 | 9 | 13 |
| 3rd | 12 | 17 | 13 | 10 | 9 |
| 4th | 12 | 21 | 14 r | 10 r | 7 r |
| **1979** | | | | | |
| 1st qtr | 10 | 18 | 11 | 7 | 14 |

The Easter bank holiday fell entirely in the first quarter in 1978 and entirely in the second quarter in 1979.

**Turnover of all caterers, seasonally adjusted**

Index numbers of turnover per week [1]
Value at current prices (turnover in 1969 = £2,533 million) — Great Britain 1969 = 100

| | Year | 1st qtr | 2nd qtr | 3rd qtr | 4th qtr |
|---|---|---|---|---|---|
| 1969 | 100 | 97 | 100 | 102 * | 103 |
| 1970 | 108 | 105 | 108 | 109 | 112 |
| 1971 | 118 | 115 | 117 | 119 | 122 |
| 1972 | 131 | 125 | 128 | 133 | 138 |
| 1973 | 148 | 142 | 146 | 150 | 153 |
| 1974 | 170 | 159 | 166 | 173 | 180 |
| 1975 | 201 | 187 * | 198 | 208 | 210 |
| 1976 | 230 | 215 | 229 | 237 | 237 |
| 1977 | 256 | 245 | 253 | 263 | 265 |
| 1978 | 287 | 272 r | 285 r | 294 | 297 |
| 1979 | | 303 | | | |

[1] Turnover includes VAT; the quarterly periods consist of 13 weeks except * which are of 14 weeks. The first quarter 1979 period was the 13 weeks from 31 December 1978 to 31 March 1979, the first quarter 1978 period was the 13 weeks from 1 January 1978 to 1 April 1978.
r Revised figure.

**Inquiries:** 01-215 3177.

## Official what's what

**Second edition of the Guide to Official Statistics**

The second edition of 'the official what's what', has been produced by the Central Statistical Office. That was one name given to the Guide to Official Statistics when it first appeared in 1976.

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The material for the guide is held on computer and has been updated continuously since the first edition was published – every important new publication or article of relevance fed in, described and indexed.

Thousands of separate amendments and additions have been made in maintaining this as a unique and indispensable guide for librarians, researchers and users of all kinds of official statistics. The Open University is currently considering adopting the second edition as a set book.

This major reference book is regarded as an important development in the service provided by government to potential users of its statistics. In addition it is seen as a significant contribution to the government's general aim of creating easier access to the information it produces.

# British Film Fund (the 'Eady' Levy) distributions

Provisional distributions made by the British Film Fund Agency for the period ended 31 March 1979 [1]:

| Title of film | Date of registration | Provisional payment (£) | Payee [2] |
|---|---|---|---|
| **High cost films** [3] | | | |
| The Stick Up | 17.5.78 | 398 | Backstage Productions Ltd |
| Full Circle | 21.4.78 | 132 | Cinema International Corporation (UK) |
| Watership Down | 22.9.78 | 69 581 | Cinema International Corporation (UK) |
| Confessions Of A Driving Instructor | 21.7.76 | 11 327 | Columbia Pictures Corporation Ltd |
| Confessions Of A Window Cleaner | 28.8.74 | 11 327 | Columbia Pictures Corporation Ltd |
| Force 10 From Navarone | 6.12.78 | 12 578 | Columbia Pictures Corporation Ltd |
| Jabberwocky | 25.3.77 | 574 | Columbia Pictures Corporation Ltd |
| Midnight Express | 21.7.78 | 29 567 | Columbia Pictures Corporation Ltd |
| Rosie Dixon Night Nurse | 10.2.78 | 432 | Columbia Pictures Corporation Ltd |
| Sinbad And The Eye Of The Tiger | 23.6.77 | 113 | Columbia Pictures Corporation Ltd |
| Born To Run | 16.9.77 | 126 | Walt Disney Productions Ltd |
| Candleshoe | 8.2.78 | 330 | Walt Disney Productions Ltd |
| All Creatures Great And Small | 11.2.75 | 129 | EMI Films Ltd |
| At The Earth's Core | 12.7.76 | 104 | EMI Films Ltd |
| Death On The Nile | 28.9.78 | 28 212 | EMI Films Ltd |
| It Shouldn't Happen To A Vet | 29.3.76 | 120 | EMI Films Ltd |
| The Land That Time Forgot | 3.2.75 | 124 | EMI Films Ltd |
| The Man Who Fell To Earth | 17.3.76 | 235 | EMI Films Ltd |
| Sweeney | 6.1.77 | 120 | EMI Films Ltd |
| Sweeney 2 | 17.4.78 | 1 075 | EMI Films Ltd |
| To The Devil . . . A Daughter | 20.2.76 | 205 | EMI Films Ltd |
| Warlords Of Atlantis | 14.6.78 | 15 060 | EMI Films Ltd |
| Stevie | 30.10.78 | 438 | Enterprise Pictures Ltd |
| Side By Side | 24.12.75 | 1 126 | GTO Films (Distributions) Ltd |
| Carry On Emmanuelle | 21.11.78 | 1 183 | Hemdale International films Ltd |
| Hound Of The Baskervilles | 30.10.78 | 3 184 | Hemdale International films Ltd |
| Tommy | 15.4.75 | 2 900 | Hemdale International films Ltd |
| The Medusa Touch | 20.6.78 | 546 | ITC Film Distributors Ltd |
| International Velvet | 19.7.78 | 1 933 | Peerford Ltd |
| The Legacy | 22.9.78 | 1 183 | Pethurst Ltd |
| The Adventures Of Sherlock Holmes' Smarter Brother | 7.1.76 | 169 | Rank Film Distributors Ltd |
| The Ghoul | 28.5.75 | 349 | Rank Film Distributors Ltd |
| Legend Of The Werewolf | 30.10.75 | 349 | Rank Film Distributors Ltd |
| The Shout | 2.6.78 | 539 | Rank Film Distributors Ltd |
| Tarka The Otter | 26.1.79 | 1 516 | Rank Film Distributors Ltd |
| The Thirty Nine Steps | 20.11.78 | 63 313 | Rank Film Distributors Ltd |
| The Wild Geese | 5.7.78 | 5 761 | Rank Film Distributors Ltd |
| Cruel Passion | 12.2.78 | 216 | Target International Pictures Ltd |
| The First Great Train Robbery | 20.12.78 | 12 487 | United Artists Corporation Ltd |
| The Man With The Golden Gun | 11.12.74 | 202 | United Artists Corporation Ltd |
| Revenge Of The Pink Panther | 13.7.78 | 3 508 | United Artists Corporation Ltd |
| The Spy Who Loved Me | 6.7.77 | 2 477 | United Artists Corporation Ltd |
| Superman | 13.12.78 | 193 965 | Warner Bros Distributors Ltd |
| **Low cost films** [4] | | | |
| Under The Doctor | 21.10.76 | 137 | Alpha Films Ltd |
| What's Up Nurse | 11.5.77 | 159 | Blackwater Film Production Ltd |
| A Lustful Lady | 26.6.78 | 215 | Border Film Productions (London) Ltd |
| Naughty Girls | 4.9.75 | 193 | Border Film Productions (London) Ltd |
| Pressure | 8.3.78 | 384 | Crawford Films Ltd |
| The Deadly Females | 24.11.76 | 154 | Donwin Productions Ltd |
| The Detour | 12.2.79 | 5 772 | GTO Film (Distributions) Ltd |
| Max Wall – Funny Man | 3.7.75 | 123 | GTO Film (Distributions) Ltd |
| Radio One On The Road | 14.10.76 | 258 | GTO Film (Distributions) Ltd |
| Shut Down | 25.1.78 | 1 079 | GTO Film (Distributions) Ltd |
| Bangladesh I Love You | 17.1.79 | 1 706 | ITC Film Distributors Ltd |
| British Hustle | 17.1.79 | 10 824 | ITC Film Distributors Ltd |
| Secrets Of A Super Stud | 23.6.76 | 124 | Meadway International Productions Ltd |
| Feelings | 24.6.76 | 124 | Miracle Films Ltd |
| I'm Not Feeling Myself Tonight | 4.3.76 | 7 248 | New Realm Distributors Ltd |
| The Rise And Fall Of Ivor Dickie | 29.3.78 | 7 248 | New Realm Distributors Ltd |
| The Brute | 7.11.77 | 312 | Rank Film Distributors Ltd |
| Killer's Moon | 8.11.78 | 3 000 | Rotternorth Ltd |
| Adventures Of A Private Eye | 16.3.77 | 2 257 | Salon Productions Ltd |
| Adventures Of A Taxi Driver | 17.5.76 | 182 | Salon Productions Ltd |
| Let's Get Laid | 2.6.78 | 851 | Target International Pictures Ltd |
| Sweet Virgin | 8.3.78 | 1 060 | Target International Pictures Ltd |
| Come Play With Me | 25.3.77 | 1 038 | Tigon Film Distributors Ltd |
| Intimate Games | 21.4.76 | 180 | Tigon Film Distributors Ltd |
| The Playbirds | 19.6.78 | 2 052 | Tigon Films Distributors Ltd |
| Big Banana Feet | 31.10.77 | 106 | Unicorn Leisure Ltd |
| The Comeback | 22.5.78 | 205 | Peter Walker (Heritage) Ltd |
| Sextet | 6.8.76 | 143 | Watchgrove Ltd |
| **Short films** [5] | | | |
| Think Of An Answer | 24.2.77 | 189 | Harold Baim Investments Ltd |
| Facets Of Glass | 31.8.76 | 110 | Charles Barker Films Ltd |
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| Title of film | Date of registration | Provisional payment (£) | Payee [1] |
|---|---|---|---|
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| Three Jewels | 5.7.77 | 615 | Queensway Promotions Ltd |
| Two Man Made Wonders | 19.3.75 | 1 041 | Queensway Promotions Ltd |
| Vintage Italiana | 31.3.78 | 1 219 | Queensway Promotions Ltd |
| Viva Verona | 1 2 79 | 452 | Queensway Promotions Ltd |
| Where The Fun Never Sets | 25.3.75 | 184 | Queensway Promotions Ltd |
| Yellow Rose | 27.10.75 | 462 | Queensway Promotions Ltd |
| Yep And Nope | 18.6.75 | 982 | Queensway Promotions Ltd |
| Banger Boys | 24.2.76 | 142 | Rank Film Distributors Ltd |
| Captain Scott Goes East | 24.8.78 | 1 356 | Rank Film Distributors Ltd |
| Columbus Link | 5.2.79 | 118 | Rank Film Distributors Ltd |
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| Happy To Meet | 8.8.75 | 2 503 | Rank Film Distributors Ltd |
| RH And DR | 7.4.78 | 178 | Rank Film Distributors Ltd |
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| The End Of The Road | 26.1.77 | 100 | United Artists Corporation Ltd |
| London Skateboards | 20.7.78 | 153 | United Artists Corporation Ltd |

**Notes**

[1] Excludes all films earnings less than £100 in the current period and all newsreels. Details of these films will be shown in the annual tables. [2] The payee is either the maker or the assignee of the maker's rights, or a person nominated to receive payments on behalf of the maker or his assignee. [3] Long films (ie films with a running time of 33⅓ minutes and over) the labour costs of which exceed £50,000. [4] Long films, the labour costs of which do not exceed £50,000. [5] Films with a running time of less than 33⅓ minutes.

# Cinema admissions and takings in February

During February, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 2.42 million and the weekly average of gross box office takings was £2.45 million. The comparable figures for February 1978 were 2.35 million and £2.05 million.

# Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 18 May 1979.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

| Title of film | Registered no. | Playing time minutes | Date of registration | Registered in the name of | Makers' name |
|---|---|---|---|---|---|
| **BRITISH** | | | | | |
| Movietone News 2606 | BR/E 39847/19/5/84 | 8 | 18 May | British Movietonews Ltd | British Movietonews Ltd |
| **COMMUNITY** | | | | | |
| Cross Shot | EC 40036/19/5/84 | 95 | 14 May | Inter-Ocean Film Distributors Ltd | PAC Produzioni and Atlas Consorziate SRL, Rome |
| Naked And Beautiful | EC 40038/19/5/84 | 86 | 17 May | Eural International Film Distributors Ltd | Michel Lemoine-Les Realisations and Productions Du Daunou, Paris |
| **FOREIGN** | | | | | |
| Dragon Dies Hard | F 40037 | 77 | 14 May | Inter-Ocean Film Distributors Ltd | Hong Kong Alph Motion Picture Co, Kowloon |

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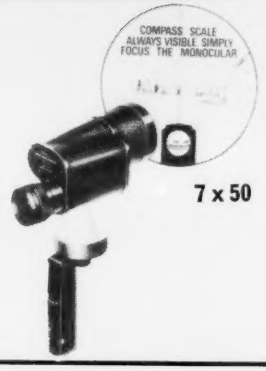


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